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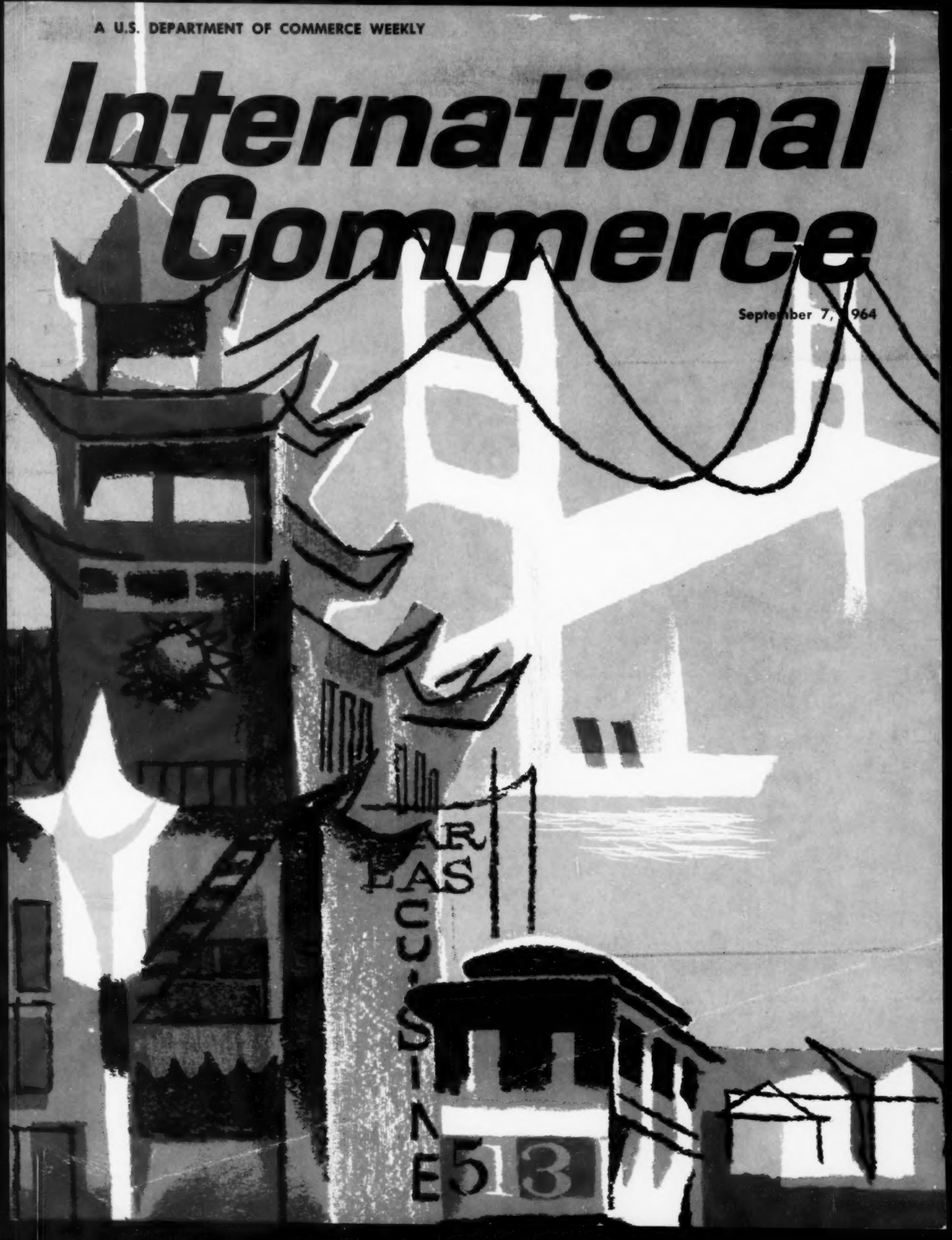

Business Bulletins *from around the world*

AUSTRALIA—British Petroleum Company of Australia (BP) to build 2 fertilizer plants at Kwinana, 20 miles south of Perth in State of Western Australia, at total estimated cost of approximately $22 million, according to recent press announcements. Move is reportedly first major venture into nitrogenous fertilizer industry by oil company operating in Australia. Construction of 2 plants expected to get under way in 1965; will include $12 million ammonia and nitrogenous materials complex to be built at BP's Kwinana refinery, fertilizer complex elsewhere in Kwinana. Ammonia and nitrogen plant to have basic capacity of 50,000 tons of ammonia per year part of which will be turned into solid nitrogen products such as urea, ammonium nitrate.

BELGIUM—Vende Co. of Kansas City, Mo. forms Vende (Benelux), S.A., Brussels, to import, export, service all types of automatic vending machines. Vesely Co., Lapeer, Mich., to manufacture tent trailers at Nessonvaux; Clevite Corp., Inc., Cleveland, forms Clevite Service Europe N.V. at Antwerp to manufacture, assemble, distribute all types of parts, accessories, equipment used in automotive, mechanical industries.

DENMARK—Rate of increase in total imports was 24.7% for January-June period compared with same period 1963. Imports from U.S. increased at about same rate, 24.9%. Military equipment represented 20% of increase in imports from U.S. Among other categories showing substantial increases were petroleum products, up 200%; machinery, equipment, 30%; textiles, wearing apparel, 30%; chemicals, pharmaceuticals, plastic raw materials, 24%; oilseeds, 14%. U.S. share of market for January-June, remained constant at 8.8%.

FRANCE—Société Financiére de Supermarchés, partly held by "Au Printemps" department store, opens 12 supermarkets; will open 6 more this year, 20 more in 1965-67. Cost of $23 million to be partly covered by capital increase from $8 million to $14 million.

GERMANY—U.S. chemical firms, Parke, Davis and Co., Detroit, Mich., and Commercial Solvents Corp., N.Y., jointly found German subsidiary, Chemsyna Gesellschaft fuer wissenschaftliche Futtermittel und Chemikalien m.b.H., at Munich. Subsidiary to sell animal nutritive products of parent firms.

Deutsche Gesellschaft fuer Kernforschung m.b.H., Karlsruhe (representing Euratom in Germany), and U.S. Atomic Energy Commission and 17 U.S. private companies, sign cooperation agreement in Washington. New nuclear-reactor research program to be undertaken.

GREECE—Total imports for January-May 1964 amount in value to $317 million (arrivals basis, c.i.f.), compared with $287 million for same time last year. U.S. share of total for 5 months is 12.7%, compared with 9.5% for 1963 co-period.

INDIA—British Government offers financial assistance for expansion of public sector steel mill at Durgapur, West Bengal from its present capacity of 1.6 million to 3 million tons of steel ingot. Work on expansion expected to begin in 1966, with foreign exchange costs estimated at $140 million.

Czechs are financing 2nd foundry forge plant to be located at Wardha, Maharashtra. It will produce castings for cement machinery, earth-moving equipment. First plant under construction at Hatia, near Ranchi, Bihar.

ITALY—Gates Rubber Co., Denver, manufacturer of tires, other rubber products, forms subsidiary firm, Gates Italia S.p.A., (Milan), to market parent company's products.

First of several new supermarkets planned opened in Milan by Star Markets of Boston and Motta S.p.A., country's giant food firm. Additional openings in Milan, Brescia slated for near future. Markets to operate under joint company, using name Stella.

KUWAIT—Total imports valued at $323.8 million in 1963, increasing 13.5% over $285.2 million purchased in 1962. U.S. was first supplier in both years, supplying $66 million or 20.4% of total imports in 1963 compared with $64 million or 22.4% in previous year.

NETHERLANDS—Total share capital of Philadelphia Reinsurance Corp. taken over by General Reinsurance Co. of Amsterdam, enabling Dutch firm to operate directly in U.S. market.

Housing completions reached all-time June high of 8,500 units, bringing total for 1st 6 months to 42,000 units, 12,000 more than in like 1963 period.

NICARAGUA—National Development Institute (INFONAC) made trial 1st shipment of leaf tobacco to U.S. in July. Tobacco grown by small farmers assisted in capital requirements by INFONAC, which hopes this is beginning of major expansion in country's leaf tobacco industry.

NIGERIA—Midwest Nigerian Government reaches agreement with West German firm for establishment of 3 new industries in Midwest Region: cement company (capitalized at $3 million), glass plant to produce both glassware, flat glass ($1 million), textile mill ($11 million).

PARAGUAY—Esso Standard of Paraguay, S.A., authorized to install $300,000 gas bottling plant in Asuncion.

THAILAND—U.N. Special Fund and Thai Government jointly appropriated $736,300 for construction of experimental, demonstration farm for irrigated agriculture at Kalasin province. FAO to act as initial executing agent for 4-year experiment.

YUGOSLAVIA—Foreign trade valued at $1,077 million during 1st 6 months 1964, registering 21% rise over same period last year. Imports, led by increases in purchases of raw materials, capital equipment, consumer goods, grew by 25% to $659 million. Because of substantial reduction in U.S. PI 480 sales to Yugoslavia (Yugoslav imports of agricultural products dropped by 69% during this period), U.S. share of Yugoslavia's imports was only 10.7%, or less than half that of 1963.

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the cover

Chinatown, cable cars, hills, bridges, ships and waters are caught in artist Brussel-Smith's colorful depiction of San Francisco, where the 7th United States World Trade Fair will take place from September 10th through the 20th. For details of this event, new to the West Coast, see pages 2-3.

International Commerce

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CIVIC AUDITORIUM: Opposite City Hall, San Francisco's Brooks Hall underwent $7½ million renovation in preparation for World Trade Fair opening Thursday.

25,000 products for sale

Seventh United States World Trade Fair to be held in San Francisco Sept. 10-20

The September 10-20 United States World Trade Fair in San Francisco will demonstrate continuously in its myriad displays and activities that international trade is, indeed, a "two-way street."

To be kicked off by a September 9 world trade dinner—featuring an address by Clarence D. Martin, Jr., Under Secretary for Transportation, U.S. Department of Commerce—the 11-day fair will give the stage over to importers, exporters, distributors, wholesalers, manufacturers, retailers and the general public. The staging area at the Civic Auditorium-Brooks Hall encompasses some 250,000 square feet indoors plus 35,000 square feet of outside covered space.

Pithy observations on the potential mutual benefits of the event came the other day from a British spokesman.

"Every second of every minute of every hour $448 worth of American goods pours into Great Britain every day," said John W. Hutson, deputy consul general of the British Consulate General in San Francisco. "To put it in simpler terms, every man, woman and child in Great Britain purchases $27 worth of American goods every year. Americans buy $4 worth of British goods per year per capita."

Hutson, in charge of the British exhibit at the fair, notes that a large part of Great Britain's exports to the United States goes to northern California. He listed information to be offered at the British Commercial Services booth: names of British firms that could make a U.S. product in Britain for European distribution, names of British importers who could market new U.S. products in Europe, availability of specific British-made products for local buyers, facts and figures on production costs of items one may desire to import.

An army of booth staffers and question answerers has been recruited by many participating organizations to meet the needs of the larger army of traders, tourists and other visitors to the fair.

Among the most ardent volunteers are the young men working with the Junior World Trade Association of the San Francisco Chamber of Commerce. They will be on hand to provide quick, accurate answers to questions likely to be asked by businessmen at an international trade fair: Who are the interested buyers of ladies' hats or sellers of refrigeration units in the San Francisco Bay area? What's the freight rate on automotive parts to the Philippines? How can a tour of an electronics plant be arranged? And so on.

Interpreters

More than 50 interpreters provided by the Junior World Trade Association will help bring down language barriers at the fair. Members of the interpreters' group are accomplished in 18 languages. JWTA headquarters are at 333 Pine Street.

U.S. exhibitors will include the City of San Francisco, State of California, State of New Mexico, State of Hawaii, Port of New York Authority, Port of San Francisco, Port of Sacramento, U.S. Customs Service and the U.S. Department of Commerce.

Displays representing the banking industry will include the Wells Fargo Bank, Pacific National Bank of San Francisco, United California Bank and the Bank of America.

American displays

Prominent on the lengthy list of American exhibitors are such firms as Gestetner, Dymo Industries, Pendleton Tool, Hewlett-Packard, Schlage Lock, Pacific Telephone, Renauld International, Crown Zellerbach, Pacific Vegetable Oil, Paul Masson Vineyards, Lilli Ann, Levi Strauss and Pacific International Rice Mills.

Travel and tourism will be represented by Trans World Airlines, Pan American World Airways, Johnson Lines, Japan Air Lines, States Steamship Co., Japan National Tourist Organization, and the Jordan Tourism Office in the United States.

Products, countries

Some 25,000 products from more than 60 countries will be featured, including the United States, Japan, Morocco, Belgium, Germany, France, Nigeria, Bulgaria, Spain, Yugoslavia, India, Taiwan, South Africa, Israel, Great Britain, Turkey, Uruguay, Australia, the Philippines, the Crown Colony of Hong Kong, Canada and the Trust Territory of the Pacific Islands.

Items on exhibit will range from heavy industrial equipment to the finest precision optical instruments. A partial list includes textiles, jewelry and perfumes, hardware, housewares and handicrafts, machinery, electronic equipment, motor scooters and automobiles, sporting goods, musical instruments, hi-fi and television

CLARENCE D. MARTIN

equipment, furniture, sewing machines and works of art.

Products and services displayed are classified under 5 headings:

► National trade, tourism and information centers, transportation facilities, international trade services, financial institutions, books and publications.

► Consumer goods—textiles, clothing, boutique, accessories, jewelry, perfumes, giftwares, leather goods, china and glassware, gold and silverware, clocks and watches, and many others.

► Automobiles, motorcycles, motor scooters and bicycles.

► Capital goods.

► Foods, confections, beverages, tobaccos, national cafés and restaurants.

Sessions

Trade sessions are scheduled from 10 a.m. to 2 p.m. daily on weekdays. The public will be admitted on weekdays from 2 to 10 p.m., on Saturday from 10 a.m. to 10 p.m. and on Sunday from 1 to 7 p.m.

Special events will include a September 9 press preview at 1 p.m. in the Civic Auditorium-Brooks Hall, the September 9 inaugural dinner at 7 p.m. in the Mark Hopkins Hotel, September 10 opening ceremonies at 9:15 a.m. in the City Hall rotunda, a September 17 Mayor's Reception for Exhibitors at 5:30 p.m. in the rotunda, and the crowning of the Queen of the Fair at a time and place to be announced.

Dynamic market

San Francisco was chosen as the site for the 7th United States World Trade Fair—all of the other six having been held in New York—because of impressive evidence that "the American West is the fastest growing, most dynamic market in the United States today." The fair, say its backers, "is intended to celebrate San Francisco's expanding strength and leadership in international trade, and the booming economy of the 14 Western States, including Texas, Alaska and Hawaii."

Sponsors include the City and County of San Francisco, the San Francisco Chamber of Commerce, the State of California and U.S. Government agencies. The U.S. World Trade Fair is a member of the Union des Foires Internationales, the only North American fair so recognized.

Special events

September 10 will be California Day, September 14—France, Israel and Hong Kong Days, September 15—Germany Day, and September 16—Belgium Day. Other special days are to be announced.

Larkin Hall will house an international theater featuring entertainment and daily fashion shows reflecting the many national cultures represented.

San Francisco headquarters for the fair are at 681 Market Street.

THE WAY IT WAS: New York was the setting for earlier World Trade Fairs. A total of more than 3 million people were attracted to the first six shows.

NEW SETTING: The city of the Golden Gate provides the backdrop for this year's fair, breaking new ground in the booming 14-State West Coast area.

SALAD IN THE ROUGH: Pineapple is a major agricultural product of The Philippines, where the market is open to import of nitrogen and phosphate fertilizers.

NEW DOORS TO MARKET

'Sample Displays' to open

Commerce offers unique service in Lebanon, The Philippines, Kenya and Thailand

New doors to foreign markets will open for U.S. businessmen this month.

Under a program called Sample Display Service, the Department of Commerce will set up showrooms for U.S. products at Foreign Service posts on the far side of the globe and help U.S. manufacturers find overseas agents and distributors.

The service, administered by the Bureau of International Commerce and open to all U.S. manufacturers without charge, will permit the businessmen to display their wares and literature at the American embassies in Beirut, Lebanon, and Manila, The Philippines; the office of the U.S. commercial attaché in downtown Nairobi, Kenya, and the U.S. Trade Center in Bangkok, Thailand.

"The primary objective of the Sample Display Service is to assist U.S. firms in establishing agents and distributors in selected foreign markets," BIC director Eugene M. Braderman said.

"The Sample Display Service offers a simple, inexpensive means of obtaining sales representation by having product samples displayed and demonstrated to prospective agents and distributors. All U.S. firms interested in representation in the promising markets of Lebanon, The Philippines, Kenya and Thailand are invited to participate."

How it works

The service, outgrowth of a pilot project in Manila in 1962, will operate like this:

Sample Displays will be under management of the Commercial Attaché in each city. The attachés will recommend products to be displayed and prepare commodity surveys saying why the market prospects for these products are good.

Manufacturers seeking the service will apply to BIC or any of the 42 Commerce Department Field Offices. After processing applications, BIC will send shipping instructions direct to the manufacturers.

Manufacturers will supply merchandise samples and pay the cost of one-way freight from plant to foreign port of entry. They also will provide product price and performance data and instructions on how to dispose of the samples after the display.

Commerce will provide the showroom, the agent-finding service, customs and storage services abroad and return freight if necessary.

Because of space limitations, the Sample Displays will be unable to accommodate large, heavy products. But other display materials, cutaways, models and films or slides may be sent.

Samples and literature will be displayed for 30 days. Sample Display staffs will mount the exhibits, campaign to attract agents and distributors to the showrooms, demonstrate products, prepare summary reports for exhibitors, recommend the most qualified of the foreign

representatives who express interest in a product and supply a business report on each of these representatives.

Exhibitors will negotiate directly with the representatives they select. Sample Display staffs will hold the samples in storage for a maximum of 120 days after the exhibit, then dispose of them as exhibitors have directed.

Beirut was chosen as a site for a Sample Display because it is an active, intercontinental trading center serving a regional market of 50 million persons. U.S. exports to Lebanon exceeded $50 million last year.

For Lebanon

The U.S. Commercial Attaché in Beirut says the following products have strong sales potential and recommends them for the initial Sample Display:

Electronic equipment, including small computers; institutional catering equipment; boating accessories; fertilizers, insecticides and gardening equipment; pharmaceuticals; housewares; winter and summer sporting goods and hi-fi and stereophonic equipment.

The following are recommended for the Sample Display in Manila:

Office supplies and equipment, inexpensive wrist watches, plumbing hardware, inexpensive non-automatic wringer-type washing machines, nitrogen and phosphate fertilizers, automobile accessories, chemical dyes and bleaches, Bourbon whisky, small parts and accessories for textile and metal-working machinery, and canned condensed milk, sardines and fruits (except pineapple).

For Kenya

The recent U.S. Trade Mission to East Africa reported that the Kenya-Tanganyika-Uganda common market of 25 million persons is an area virtually unexplored by U.S. businessmen. Products recommended for the Sample Display in Nairobi are:

Canned vegetables and meats; drugs, pharmaceuticals and medical equipment and supplies; building materials; cosmetics and toiletries; household electrical appliances; textiles (including "miracle" fabrics), air-conditioning equipment, ready-made clothing and hardware.

Thailand's imports last year were $595 million, of which the U.S. share was $96 million. Products recommended for the Sample Display in Bangkok are:

Textiles and ready-made clothing; chemicals, including agricultural chemicals; automobile testing and serving equipment; small gasoline engines; building materials; metalworking and irrigation equipment; paints, varnishes and pigments; housewares and sporting and camping goods.

TELLING THE TOWN: A billboard in downtown Portland, Ore., carries a message about an 'E' award.

Portland, Ore., Commission of Public Docks brings 'E' honors to public's attention

The Portland, Ore., Commission of Public Docks is making sure people in that city and surrounding area know they won an "E" award earlier this year.

The Commission has put up over 30 outdoor billboards and has had 100 car cards displayed in Portland Traction busses and in Tualatin Valley Stage Lines busses.

Radio spot announcements and television slides have also been provided Portland radio and TV studios who carried the announcement for several days.

The Commission presented an "E" pin to each of the commissioners and employees—a total of almost 150.

And that's not all. Business cards, letterheads, advertisements, and all brochures and pamphlets put out by the Commission carry the "E" insignia. Each of the terminals flies the "E" flag.

The original certificate is framed and on display in the main office lobby, and the Commission expects shortly to have a framed replica of the flag similarly displayed.

Officials seek 'samples' for Trade Fair in Togo

The U.S. Embassy in Lomé, capital of the West African Republic of Togo, will stage its second annual American Trade Fair Dec. 4-7.

Embassy officials issued a bid for "small amounts of samples and advertising materials from interested American firms, particularly those selling items of use to a small developing tropical country and those selling low-cost durable and consumer items."

Togo is situated on the Gulf of Guinea, west of Nigeria. It has an area of 21,893 square miles—slightly less than the State of West Virginia—and a population estimated at 1.4 million.

About 90% of the population engages in farming. Togo's principal imports are flour, processed tobacco, printed fabrics, electrical equipment, machines, tractors and trucks.

The American Trade Fair will be preceded by a reception and preview for government officials and leading businessmen. Write: Edward P. Allen, Assistant Economic Officer, American Embassy, B.P. 852, Lomé, Togo.

STRATEGY: Department of Commerce analyst (holding magazine) helped to clear up the "mystery of export" at meeting with Fort Wayne businessmen.

Grass-roots export drive

Network of business groups, state agencies creates community-based program

By STANLEY LICHTENSTEIN
Staff Writer

With high-octane performance a necessity in the race for world markets, the United States is using an export-expansion fuel mixture containing vital elements contributed by "Cooperative Offices" of the Department of Commerce.

In the 50 States and Puerto Rico there are some 570 Cooperative Offices, including local and State chambers of commerce, manufacturers' associations, and State and municipal development commissions. All are in touch with Department of Commerce field offices serving their areas. "By mutual agreement," a placard informs visitors to Cooperative Offices, "this organization makes available to the business public the trade promotional services, information, and facilities of the United States Department of Commerce, Washington, D.C."

Recent establishment of a world trade committee in the Fort Wayne, Indiana, Chamber of Commerce led to a series of seminars and meetings held in cooperation with the Chicago field office of the U.S. Department of Commerce. After James F. Weldon, field office business analyst, addressed a group of potential new exporters, Melvin A. Riley, foreign trade manager for the Chamber, reported:

"Through the efforts of this committee and the help of the U.S. Department of Commerce, a number of local industries in Fort Wayne and within a radius of 50 miles of Fort Wayne have found the world trade market to be a profitable one. It's been gratifying to see the new companies entering world trade markets as a direct result of these co-sponsored meetings. Plans are presently under way to conduct another seminar in Fort Wayne in November.

"Through these seminars, industries in the Fort Wayne area have been able to keep up to date with new developments . . . and to learn how their particular companies can participate actively in the lucrative world market."

Up 2,521%

A vivid illustration of the potential overseas-sales impact of Cooperative Office efforts was given last year at "E"-award ceremonies in Toledo, Ohio. Recipients of the President's citation for export excellence—presented by E. E. Schnellbacher, assistant director of the Bureau of International Commerce—were the Toledo Area Chamber of Com-

merce and the Toledo-Lucas County Port Authority.

"Area organizations," it was noted, "working together and with the cooperation and enthusiasm of thousands of people who live and work here, have contributed to the port's record of a 2,521% increase in export tonnage since 1958. . . ."

The Chamber, promoting international trade among industries and businesses in northwestern Ohio, southeastern Michigan and northeastern Indiana, carries on a formidable round of activities, including: continuous informational services in market research, statistics, shipment handling, documentation, etc.; monthly World Trade Committee sessions and roundtables addressed by traders returned from overseas; a World Trade Week program; "know-how" workshops; publication of the triennial *Toledo World Trade Directory;* personal contact service provided to foreign business visitors; participation in the work of the Regional Export Expansion Council; overseas trade tours and meetings with European business associations.

Corn-belt champion

Cedar Rapids, Iowa—which considers itself to be "America's foremost exporting city" on the basis of per capita sales abroad—owes much to the work of a Cooperative Office. The Cedar Rapids Chamber of Commerce, with its World Trade Bureau, has helped to make the inland city such a mecca of world trade that it attracts visitors like Habib Bourgiba, Jr., Tunisia's United Nations ambassador; Dr. Alfred Weihs-Rihl, Austrian trade delegate; and George Bohm, Sweden's trade commissioner.

The "E" award-winning Chamber, bustling with world-trade activities, is in the front rank of those who have given Cedar Rapids its enviable status. At the last census (1960), this corn-belt city with a population of around 93,000 had 10% of its manufacturing labor-force of 50,000 producing $29 million worth of goods for export. Iowa as a whole had more than 100 manufacturers exporting over $25,000 worth of goods each, with a State total of $243 million—plus about $250 million in agricultural exports. Some 45,000 Iowans were in full-time export production. And the trend is up.

The contribution of the Chamber's World Trade Bureau takes many forms, including biennial good will tours abroad, export seminars and monthly foreign-trade dinner meetings, annual World Trade Week exhibitions, help to firms seeking to initiate or expand their exports, and distribution of U.S. Commerce Department and other trade leads, market surveys and shipping information.

Golden state

The spadework of Cooperative Offices in California is typified by the activities of chambers of commerce in San Francisco, Sacramento and San Leandro. A recent estimate indicated that 400,000 California jobs are tied to the State's $1.8 billion exporting industry.

The San Francisco Bay Area's 5% rise in exports over the past 5 years could not have been achieved without the world-trade militancy of the city's Chamber of Commerce and other cooperating organizations. The Chamber is an "E" winner and a long-time close ally of the Commerce Department's San Francisco field office and the Regional Export Expansion Council. The Agency for International Development has awarded the organization its Certificate of Cooperation in recognition of services rendered to foreign visitors.

The Chamber is a sponsor and will be a prominent exhibitor at the 7th United States World Trade Fair in San Francisco, September 10-20.

An "International Business" supplement is published semi-monthly by the Chamber in *Greater San Francisco Business,* with 100 trade opportunities listed in each issue. A Bay Area *Exporters Directory* will soon be off the press.

Through its World Trade Association, the Chamber provides a forum for distinguished government and business leaders visiting San Francisco. The annual "Export Forecast Survey" conducted by the Chamber has been within 1 percentile point of predicting export figures for the San Francisco Customs District.

Sparked by the Commerce Department

Free to all

Q.—Do I have to be a member of the organization designated a "Cooperative Office" in order to obtain U.S. Department of Commerce data or services?

A.—No. Cooperative Offices serve all inquirers without regard to industrial, trade and other affiliations, and regardless of whether inquirers are members of the cooperating organization.

Q.—Are there any charges for this service?

A.—There is no charge for any service connected with this program. Reference copies of selected publications are available for use on the premises at Cooperative Offices and at U.S. Department of Commerce field offices. For those who want personal copies of publications—such as books, maps, pamphlets and periodicals—a price per copy or subscription price has been set by the Government Printing Office to cover printing and mailing costs.

LAUREL: Banner presented to Thos. Bretherton by Commerce Department's E. E. Schnellbacher (right) recognized export gains of Toledo Area Chamber. Seated is Dr. W. Carlson, president, Toledo University.

field office in San Francisco, the Regional Export Expansion Council and the Sacramento Chamber of Commerce, a major export expansion seminar was developed recently, making its debut at Sacramento State College on the eve of 1964 World Trade Week celebrations. Sponsors were the World Affairs Council of Sacramento, the Industrial Division of the Sacramento City-County Chamber of Commerce, Sacramento State College, the Sacramento-Yolo Port District, the U.S. Department of Commerce and the Regional Export Expansion Council. With enrollment limited to 20 or 30 participants "seriously interested in Export," the Sacramento Area Foreign Trade Workshop included 5 Wednesday-evening sessions and 1 day observing Export in San Francisco. It was climaxed by a Workshop Completion and World Trade Dinner session.

Another spark-plug among Cooperative Offices working with the San Francisco field office is the San Leandro Chamber of Commerce. In 1962, the Chamber received an "E" award for having been instrumental in increasing the number of foreign-trade-oriented companies by 50%, and it continues to work in close harness with the field office on export projects.

Tarheel front-runners

North Carolina boasts not only a goodly supply of chamber-of-commerce Cooperative Offices, but also an "E"-award-winning State agency, the North Carolina Department of Conservation and Development, which serves as a Cooperative Office in the State government.

Chambers in Salisbury, Charlotte, New Bern, Winston-Salem, Burlington, Hickory and High Point are among the most active Cooperative Offices in the State. The Charlotte chamber, for example, sponsored the first export conference in North Carolina, served as host for State-sponsored international trade fairs in 1961 and 1963, and developed the first international trade directory for the city. The chamber's international trade committee in October 1963 assisted the Regional Export Expansion Council, the North Carolina Ports Authority and the North Carolina Department of Conservation and Development in the creation of the North Carolina World Trade Association. Already, this infant organization has 175 members and is promoting—in cooperation with the Charlotte chamber—a December 1964 statewide world trade conference to be held at the University of North Carolina.

Small, personal conferences sponsored by chamber-Cooperative Offices have introduced many firms to overseas sales opportunities and disarmed them of their fears of the "mystery of export." Such brass-tacks conferences have been held recently in Asheville, Greensboro, Durham, Wilmington, Gastonia and Shelby, among others.

Wide circuit

Characteristically, a Commerce Department field office with ties to Cooperative Offices tends to radiate trade-expansion influence in many directions. Each effort produces widening ripples like a stone dropped in the water.

Take the Philadelphia field office. A significant chunk of the eastern seaboard is honeycombed with cooperative projects carried on by groups associated with this office:

► The Delaware Valley World Trade Association was established in May under the aegis of the Greater Trenton Chamber of Commerce and two other Cooperative Offices. Membership is open to all Trenton-area companies interested in international markets.

► The Montgomery County World Trade Association blossomed from a spring seminar of the Philadelphia National Bank and has been operationally supported by the Central Montgomery County Chamber of Commerce, Norristown, Pennsylvania.

► A trade mission to Poland, Yugoslavia and Spain this summer was led by the Governor of Delaware with the active support of the State Chamber of Commerce and the State Development Department, both Cooperative Offices. The chamber and its World Trade Committee regularly sponsor trade seminars and dinners.

► Pennsylvania Exports to Japan were the subject of a novel conference held this year in Harrisburg under the joint auspices of the State Commerce Department, Greater Philadelphia Chamber of Commerce, Philadelphia and Pittsburgh field offices of the U.S. Commerce Department, Philadelphia and Pittsburgh Regional Export Expansion Councils, and other government and private agencies.

World trade committees organized by the Northeast Philadelphia and York Area Chambers of Commerce are gathering data from all members for use in a direct trade-expansion promotional campaign.

One-day meetings and short visits to local industry are regularly arranged by Cooperative Offices when staff members from the Philadelphia field office are in their respective areas. Cooperative Offices provide local promotion for the U.S. trade expansion program through direct mail, newspaper articles and local bulletins.

PLANNING BIG: Rendering for City and County of San Francisco exhibit at U.S. World Trade Fair (see p. 2) is admired by Jack Gomperts (l.), pres., World Trade Ass'n, and Wm. Dauer, Chamber of Commerce.

For the asking . . .

Through the nearest Cooperative Office of the U.S. Department of Commerce, interested businessmen can obtain assistance in

- exporting or establishing a new business
- expanding markets for their products
- compiling technological, scientific and engineering information on a manufacturing process
- obtaining data on State and community assistance, industrial location factors, resources analysis
- getting the facts on distribution costs, channels, facilities and services
- consulting lists of foreign buyers and suppliers
- gathering business information on foreign firms, trade, investment and licensing opportunities
- obtaining any needed information or service of Government

Prairie state

Seventy-five thousand new jobs a year for the next 10 years—the goal set for itself by Illinois in response to current and anticipated needs—add up to an "All hands on deck!" proposition. In this effort, Cooperative Offices working with the U.S. Commerce Department's Chicago field office are answering the call.

With the Illinois Committee for Trade Expansion operating on a state-wide basis, local chambers function as an indispensable instrument for enticing new firms into export and helping firms already in the field to expand their overseas sales.

Foreign trade seminars—typified by one held in May by the Evanston Chamber of Commerce and the Skokie Valley Industrial Association—present "meaty" programs on the ins and outs of international commerce. Participating company officials are given details on "How the U.S. Department of Commerce Can Assist You," "Utilizing Services of the Combination Export Manager or Establishing Your Own Export Department," "Financial Aspects," "Insurance Coverage," "A Forwarding Agent's Function," and related topics.

Buckeye state

Ohio's export juggernaut works powerfully at state and local levels.

► More than 100 businessmen will go on a November 5-25 Mission to Europe, sponsored by the Ohio Department of Development, a Cooperative Office within the State government.

► Brains, ideas and committee chairmen are provided for Regional Export Expansion Councils by various Cooperative Offices.

► A *Bulletin of Commerce* is published regularly, bearing this legend: "The Ohio Chamber of Commerce reprints this official monthly publication of the U.S. Department of Commerce as a service to Chamber members and other interested persons." Serving a mailing list of 6,000, the *Bulletin's* news items are supplied by the Cleveland and Cincinnati field offices. All phases of export expansion are covered, including balance of payments, trade leads, trade missions, fairs and centers, workshops, market opportunities and "E" awards.

► A "Don't Miss—We'll Match" trade-lead service inaugurated a year ago by the Cleveland field office has taken hold in earnest. Direct mailings of trade leads by Cooperative Offices bring them to more and more firms, for example: Chamber of Commerce, 5,000; Elyria Chamber of Commerce, 200; Toledo Area Chamber of Commerce, 700. Records on trade-lead dissemination are kept by means of 2 sets of index cards on 14,000 Ohio manufacturers, supplied by the Ohio Department of Development. Local newspapers such as the *Toledo Monitor* publish "Leads for Exporters" regularly.

► Conferences, seminars and workshops sponsored by Cooperative Offices range from small workshops for new exporters to "sophisticated" meetings such as the Toledo World Trade Seminar and the Central Ohio World Trade Conference of the Columbus Chamber of Commerce.

► Competition for "E" awards is spurred by Cooperative Offices. There have been 10 winners in Cleveland-area Cooperative Office cities alone. Awards are often presented at Cooperative Office conferences.

► Marketing consultations are provided local firms by the Columbus Area Chamber's international trade committee and similar services are provided in other Cooperative Offices, including Toledo, Akron and Youngstown Area Chambers. Committees visit company offices to provide export advice and encouragement.

In these and numerous other ways, Cooperative Offices offer themselves daily to local businessmen as "the most convenient door to Department of Commerce services." On its own premises the Cooperative Office provides basic publications, other tools and know-how in using them. It can provide a contact between the businessman and the more extensive resources of U.S. Commerce Department field offices, which, in turn, have access to the full resources of the Department itself.

These are links in a chain of services whose strategic value for world trade are incalculable.

At your fingertips . . .

Publications available to businessmen through Cooperative Offices include

- *International Commerce*, published weekly
- *Commerce Business Daily*, listing U.S. Government proposed procurement sales and contract awards
- *Survey of Current Business*, monthly report on economic trends
- *Business Service Checklist*, weekly listing of latest publications and business indicators
- *Marketing Information Guide*, monthly
- *Statistical Abstract of the U.S.*, annual compilation of key statistics
- *Census Reports*

JOIN UP!: Gov. James Rhodes signs a letter inviting participation in the Ohio Trade Mission to Europe. Looking on is George Wilson, director, Ohio Development Dept., a Cooperative Office.

Group finds good climate for U.S. trade with Israel

American-Israel Chamber tour includes Tel Aviv, Haifa Bay

By ELI HOUSMAN

Executive Secretary, American-Israel Chamber of Commerce and Industry

"The climate for U.S. trade with Israel is particularly favorable at this time."

This is the report of a group of U.S. businessmen returning from Israel after a 10-day Trade Mission organized by the American-Israel Chamber of Commerce and Industry, financed by Mission members and sponsored by the Bureau of International Commerce.

More than 200 U.S. firms now do business with Israel, and the country's overall economic growth holds promise of increasing opportunity for trade. Prospects are enhanced by a steadily rising standard of living as the local market becomes more sophisticated.

Government's role

Israel has a stable, democratic form of government that maintains a continuity of economic policies, and is friendly to and co-operative with foreign businesses.

The Government plays a positive role in encouraging industrial investments. The Israeli Law for Encouragement of Foreign Investments is a progressive statute offering many tax advantages and facilitating the investment procedure.

The Government's recent forecast of industrial production for 1965-70 took into account the needs of a population expected to reach 3 million by 1970 and called for doubling industrial production in 5 years.

Some opportunities

The Trade Mission was informed that $1.3 billion in investments will be needed to implement this program and that more than half is to come from foreign sources. Fields of special opportunity for U.S. business are chemicals, electrical equipment and machinery, metal products, mining and quarries, paper, printing, wood, carpentry, rubber, plastics and pharmaceuticals.

Israel's Gross National Product has been rising at an annual rate of 11%, and industrial production has jumped between 13% and 15% a year. Per capita income is among the highest in the Middle East.

Trade between the U.S. and Israel has risen steadily since 1948. According to U.S. figures, it totaled $178.5 million in 1961 and last year reached $215 million. The fact that Israel's reparations agreement with Germany is ending means that Israel will be importing on a competitive basis only and that the U.S. share of the market could increase.

The 11-man trade mission arrived in Israel on the eve of the opening of the 9th Tel Aviv International Trade Fair June 16. Specialties of the members included industrial construction, automotive equipment, building materials, electronics, chemicals, food-processing machinery and investment.

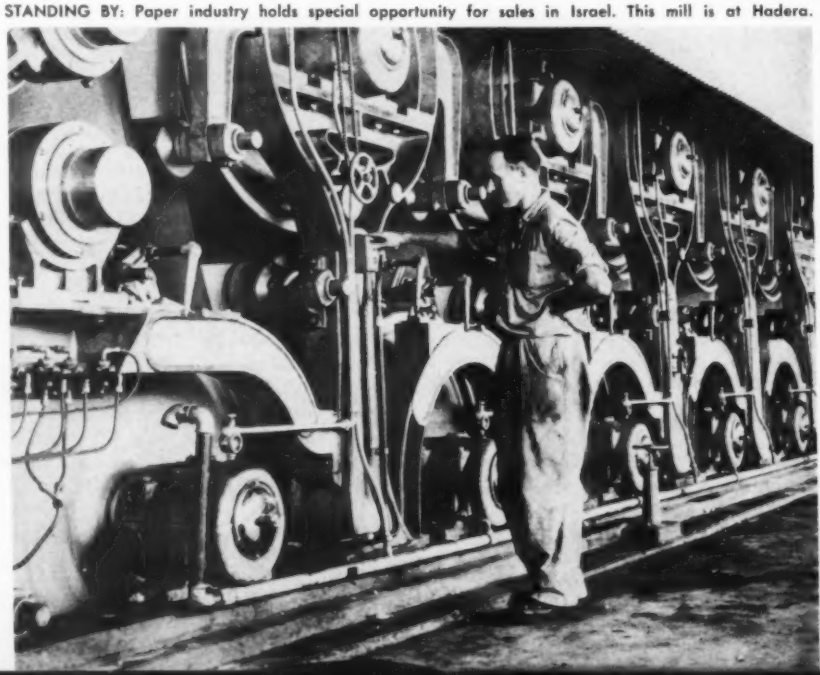
DIGGING IN: A pair of Israeli flint clay miners go about their work at Machtesh Ramon in the Negev.

There for Fair

The U.S. exhibit at the Tel Aviv fair, mounted by BIC, featured electronics equipment and components from 50 U.S. firms. Mission members visited the fair to confer with prospective customers, agents and distributors from the Middle East and Africa.

Other activity in Tel Aviv included a conference with officials of leading Israeli banks, to discuss development projects, and tours of plants manufacturing elec-

STANDING BY: Paper industry holds special opportunity for sales in Israel. This mill is at Hadera.



tronics equipment and electrical appliances.

Luncheon, too

Israeli Finance Minister Pinhas Sapir and Tel Aviv Mayor Namir greeted the members at a luncheon and the group later took part in cornerstone-laying ceremonies at Israel-America House, a proposed center for U.S. firms operating in Israel.

The Mission visited the settlement of Ein-Gev and conferred with executives of a fish cannery in the area; toured a large plywood factory and visited industrial plants. One of the highlights of the trip was the dedication of a new chemical plant in the Haifa Bay area.

The plant is an arm of Electro-Chemical Industries (Frutarom), Ltd., a company in which several of the Mission members have interest. The firm also operates near Acre, on the Mediterranean, in a plant which has multiplied production six times since it started in 1956. The firm is planning further expansion, with machinery to come from the U.S.

Mission members

The Mission was directed by Max Ratner, Cleveland, Ohio, president of Forest City Enterprises, Inc., and a national vice president of the American-Israel Chamber.

Other members were J. Garber, Cleveland attorney, representing various industrialists; Jack Goldberg, president of J. & E. Builders, Cleveland; Julius Kravitz, president of Stop & Shop, Cleveland; H. M. Lowenstein, combustion engineering consultant, New York City; Irving Norry, president of Electrical Equipment Co., Rochester, N. Y.

Andrew Rosenfeld, president of Willow-Shore Builders, Cleveland; Jack Shifrin, president of Shifrin Investment Co., Cleveland; Edward Wyner, Cleveland attorney, representing various industrialists; Milton Zucker, head of research and chief patent attorney for Food Machinery Corp., New Rochelle, N.Y., and Eli Housman, New York City, executive secretary of the American-Israel Chamber.

Data on Israel

Bureau of International Commerce publications concerning trade with Israel include "Foreign Trade Regulations of Israel. OBR 64-30" and "Basic Data on the Economy of Israel. OBR 63-92."

They may be obtained through any Department of Commerce Field Office or from the Department's Publication Sales and Distribution Section, Washington, D.C., 20230.

3 Philadelphia firms invest $6.3 million in Venezuelan housing

AID issues guarantee to protect 824-unit development venture

Three U.S. insurance companies are investing $6.3 million in a Guacara, Venezuela, home building project.

The housing development will include construction of 824 houses, plus schools, churches, shopping centers and other community services. Construction is scheduled to begin immediately. The community, to be known as Alianza—the City of the Alliance, will provide low cost middle-income housing, formerly unavailable in Venezuela.

The 3 firms, Fidelity Mutual Life Insurance Company, Penn Mutual Life Insurance Company and Provident Mutual Life Insurance Company, all of Philadelphia, Pa., have received an investment guarantee from the Agency for International Development to protect their $6.3 million investment. The guarantee became effective when contracts were concluded with the builder-borrower, Urbanizaciones, S.A., AID and others.

Still to be signed is a final agreement with Banco Mercantil y Agricola, a Venezuelan corporation which will act as administrator.

Urbanizaciones Avinca is a Venezuelan corporation. But Sender Rahmani, its president, is a U.S. citizen who also heads the Rahmani Construction Corporation of White Plains, N.Y.

Sales terms

The single family homes to be built under the guaranty will be priced at $8,498, and will be sold for a down payment of 10% under a 20-year mortgage. Monthly payments of about $70 will include all charges.

The site for the "Alianza" project adjoins the Caracas-Valencia highway. Valencia, with a population of over 200,000, has 22 major industries, and has been called the Detroit of Venezuela.

The proposed $6,302,000 investment loan will be secured by first mortgages held in trust by the Banco Mercantil.

The Philadelphia firms will pay AID an insurance premium of 2% per year on the average outstanding balances of the individual home loans. Urbanizaciones will repay its debt to the insurance companies in dollars over 20 years.

International Trade Winds

STRETCH YARN—Bear Brand Hosiery Co., Chicago, has granted the first license to make stretch yarn under a new process to a European company. The Bear Brand method and apparatus for spinning elastic-core spun stretch yarn will be used by N. V. Spinnerij Roombeek, of Enschede, the Netherlands. In the process, cotton, wool, or synthetic yarns alone or in combination can be spun around a tiny core of spandex synthetic stretch yarn "with absolute evenness of tension."

DESALTING EQUIPMENT—Ionics, Inc., of Cambridge, Mass., has appointed B.T.M. Agencies Pty. Ltd. as exclusive agent in Australia for its water-desalting equipment. B.T.M. is a subsidiary of Tubemakers of Australia Ltd. and maintains offices in all states of the Commonwealth. Many areas of Australia are arid or semi-arid, and fresh water is becoming an increasingly important requirement for oil-drilling crews, petroleum and mining communities, and municipalities.

AUTOMOTIVE BEARINGS—As the first step towards providing direct service to large, fast-growing markets in Europe, the Clevite Corp., Cleveland, has acquired a 60% interest in Glyco Italia S.p.A., Gardolo di Trento, one of Italy's leading automotive-bearing producing companies. Clevite engineers are now working to add a broad line of bushings and thrust washers to the existing line of automotive-type sleeve bearings. Formerly, the company's European participation was limted to license agreements with other manufacturers.

WATER CONDITIONING—Progil S.A., Paris, has been appointed European representative for General Ionics Corp. (Pittsburgh) line of Ever-Soft water softeners, as well as commercial and industrial water conditioning units. The exclusive 10-year sales agreement gives General Ionics entry to more than 65 countries through Progil representation. Progil handles some 500 products in chemistry and petrochemistry fields.

AIR CARGO—An entire 20-ton Univac electronic computer system was airlifted recently by Pan American Airways from Chicago to London—the largest single shipment ever carried on a Pan Am all-cargo jet from the Midwest. It left Chicago at 3:45 p.m., and arrived in London the next morning.

Indian trade talk amid convention blare

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

ATLANTIC CITY—This city is as much accustomed to conventions as convent occupants are to eating fish on Friday. So is San Francisco.

Thus at both Democratic and Republican meetings this year, balloons, as always, spiraled ceilingward; confetti fell like rainbow snowflakes and banners zig-zagged across the floor.

Oftentimes, delegates streamed to the Cow Palace and here at Convention Hall, dressed in red, white and blue jackets, wearing straw hats identifying a personal choice, while pretty girls in special costumes provided bloom and sparkle in added support. Some western delegates, as though riding shotgun on wagon trains wandering through tumbleweed storms, wore Indian feather headdress.

Narayan Tiwari is a real Indian from India, half a world, instead of a half century away. He looked out from his seat in the press section last week, half in disbelief and half in bewilderment. Tiwari was sent to the U.S. 10 months ago as Washington correspondent for the *National Herald,* published in Lucknow, a community near New Delhi.

"Conventions of both your parties show the openness of democracy," said this newcomer from abroad. "It is different in India. The successor to Nehru was selected by the House of Parliament. You are unafraid of glare and floodlight. United States business, along with everything else, must benefit."

Tiwari is youthful, but has hair of salt and pepper color. Mrs. Tiwari, who could save travel expense for the Miss Universe Contest, being here already, sat next to her husband. Her rouge forehead dot was more pronounced than most; the diamond imbedded in her nose sparkling as radiant as her flashing jet eyes.

"I would be glad to talk trade," Tiwari answered, looking down through lights that illuminated waves of staggering standards, a thousand TV technicians and a number of delegates. "India wants to conclude more business with the United States. We export worldwide even less of our Gross National Product than you do."

Tiwari, as a newsman, believes U.S. manufacturers should enter into partnership arrangements with Indian companies. "Tax laws make it easier to produce in our country," he says. "Importation, however, will grow as India becomes industrialized. There is no nation in the world trying as hard as India to become self-sufficient.

"Self-sufficiency, however, is only a goal; never a reality. As a country becomes a large producer, they also become big customers, just as you are.

"Our problem is what to ship to you. You buy our tea and jute. Then there is sugar." Tiwari shrugged. "Sugar is everywhere.

"We need what you make, but why do not more of your business leaders come to talk to us? Americans complain about overwhelming Indian trade with Great Britain, but the British are there always. Too many of your men simply stop on a trip. Come over and stay."

This was Tiwari's first experience with a U.S. election campaign. He looked across the color and drama, the balloons, funny clothes, and heard the horns that noisily blew through the auditorium. The evening's session was about to begin.

"Bizarre, isn't it," dryly commented Michael Zander of the Manchester Guardian. We thought Tiwari shuddered. But maybe not.

Planners work out industrial norms for Latin America

Fifteen nations represented at meeting this week in New York to approve first set of standards

Delegates from the 15-nation Pan American Standards Committee (PASC) will open weeklong meetings in New York City tomorrow (Sept. 8) to approve the first set of continent-wide industry standards for Latin America. Establishment of such standards is expected to contribute importantly to the lowering of non-tariff trade barriers.

Some 100 draft standards for food, metals, textiles, transportation and building products will be considered this week during the fourth annual meeting of the PASC Council. About half of the draft proposals are expected to be approved as Pan American standards, the first such industry guides sanctioned by PASC since its reactivation and reorganization in 1960.

Through 1967

Before the week is over, the PASC General Assembly will have revised the organization's statutes, amended the by-laws and charted the program of standards work through 1967. A successor to Dr. A. Sinay Neves of Brazil, outgoing PASC president, will be chosen for a 3-year term.

The American Standards Association, representing U.S. industry in the technological effort, is hosting the PASC meeting of delegates from Argentina, Brazil, Chile, Colombia, Mexico, Peru, Uruguay, Venezuela and the 6-nation Central American common market.

Support

Lending support for the technical effort, the Latin American Free Trade Association (LAFTA) has recognized the PASC as the sole body for developing and clearing all continent-wide standards. Such standards, LAFTA believes, will erase non-tariff trade barriers that now hamper commerce among South American nations.

Meanwhile, discussions are continuing between the Central American common market and PASC to reach a similar accord for standards development. A decision is expected shortly.

Italian laundry popular

Trade Center show in Milan to feature commercial laundry, dry cleaning equipment

In 1962, an Italian housewife put money into Italy's first coin-operated automatic washer, pulled out a load of clean clothes and started today's commercial laundry equipment boom.

American firms will have an opportunity to sell in this market through the commercial laundry and dry cleaning equipment show scheduled Dec. 1-8 at the Trade Center in Milan.

U.S. commercial laundry and dry cleaning equipment manufacturers are invited to participate in the show.

The Italian market for this equipment is ripe for aggressive U.S. sales efforts, according to a recent Bureau of International Commerce survey. The survey shows the relative competitive position of U.S. products in the Italian market is improving.

Inflation is closing the price gap between EEC and U.S. products. Tightened credit controls imposed by the Italian government are expected to bring the financing practices of competitors closer to the short-term credit policy of U.S. firms.

Italians bought $19 million worth of commercial laundry and dry cleaning equipment last year, more than half of it from other countries.

Not a new problem

Dirty clothes are hardly a new problem. But with 51 million people and an annual tourist trade of 23 million persons, Italy faces a pressing problem—her commercial laundry and dry cleaning shops can't keep up with the demand for service.

The country's rising standard of living, continued urbanization, and growing domestic help shortage add to the problem—making the market stronger for U.S. equipment.

As of 1962, only 8% of all Italian households owned a washing machine of any kind, as compared to 36% in West Germany and 32% in France. That same year, washing machines for commercial use were among the fastest-growing U.S. exports to Italy.

Coin-operated laundromats were instantly successful when introduced in Italy in 1962. Of 625 laundromats established that year, 90% used U.S. equipment.

Further information about trade fairs and Trade Center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Trade sources estimate this market will support an additional 8,000 to 10,000 coin-operated laundry installations in the next five years. U.S. equipment is expected to account for 80% of this market.

The potential for sales of industrial and institutional laundry equipment in Italy also appears strong. The country's 2,500 hospitals, institutions and military barracks, and more than 2,500 hotels acutely need improved laundry facilities.

American-built washer-extractors, dryers, pressers, and coin-operated equipment are said to have a high demand in Italy. Other marketable products include water softeners, detergent dispensers, medium-sized washing machines, and all high-speed ironers and pressers.

Preceding Trade Center shows in Tokyo and Frankfurt brought good sales results for this type equipment. Sales from the 2-week show last June in Tokyo promise to equal total 1962 U.S. exports of this equipment to Japan.

Orders booked during a similar show at the Frankfurt Center last fall totaled $841,075, with projected sales estimated to reach $5 million by the end of this year.

State exhibit

The processed and specialty foods exhibition this fall at the London Trade Center will feature a "Pennsylvania Section" made up of exhibits of 15 Pennsylvania-based processors.

The project, part of the State Commerce Department's foreign trade program activated last year by Governor William W. Scranton, will mark the first time the state has coordinated a complete section devoted to products manufactured and processed within Pennsylvania.

Pennsylvania Secretary of Commerce John K. Tabor said the purpose of the state exhibit is "to stimulate increased exports of Pennsylvania products and create new markets for Pennsylvania manufacturers. This will in turn lead to their expansion and the creation of new jobs for Pennsylvanians."

Electronic components fair set next fall in Munich

A Trade Exhibition for Electronic Components and Allied Products, Electronica, will be held in Munich Oct. 21-28.

Products of some 300 firms from Germany, the United States and 12 other countries will be displayed. Exhibits will include the following:

Capacitors, coils and transformers, resistors, contact and wiring elements, cables and waveguides, power supplies and batteries, semiconductors and tubes, ferrites and ceramics, raw materials and machinery relating to components, modules and sub-assemblies, instruments for testing components, miscellaneous accessories, and trade publications.

Write: Muenchener Messe und Ausstellungsgesellschaft GmbH, 8 Muenchen 12, Theresienhoehe 13, West Germany.

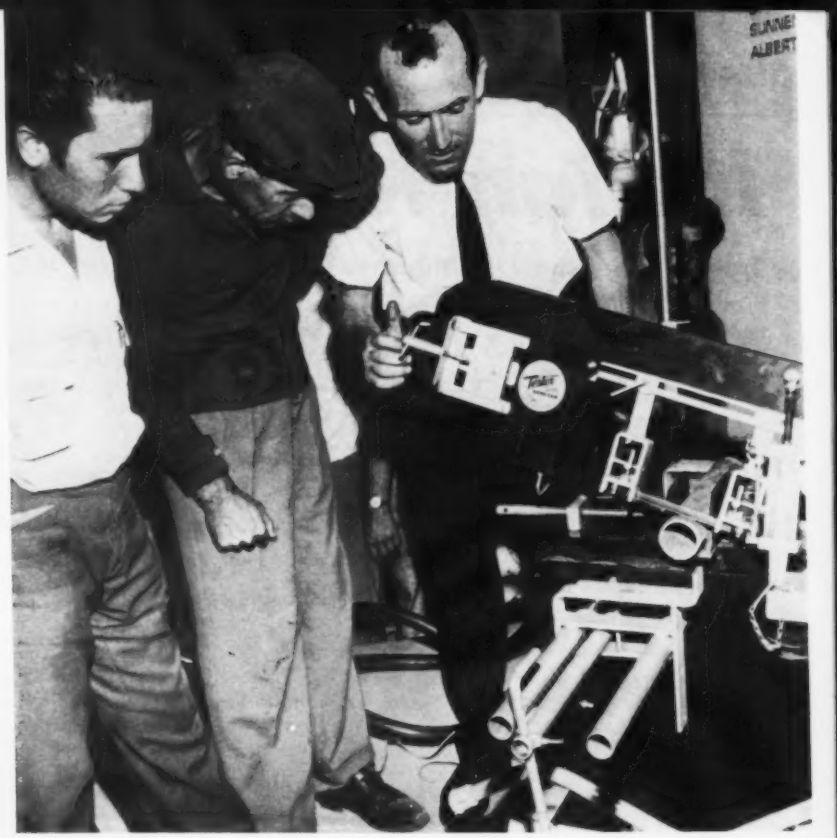
Ivory Coast automobile show to be held next January

The automobile show scheduled in Abidjan, Ivory Coast for Nov. 28-Dec. 6 has been re-scheduled and will take place Jan. 15-22, 1965.

All American manufacturers of automobiles and trucks are invited to participate.

The Ivory Coast economy is rapidly expanding and the market for automobiles and trucks is highly promising. Special attention should be given at the show to logging trucks, according to the U.S. Embassy in Abidjan, since tropical wood is the second largest export item of the Ivory Coast.

BUSY START: Opening day at the 33rd Izmir International Trade Fair attracted throngs of visitors. A total of 44,080 persons attended the U.S. pavilion on Aug. 20. Later vandalism was quickly repaired and the Fair is continuing without incident. The fair is scheduled to close September 20th.



HOW THEY WORK: A trained demonstrator (above) explains the operation of the band saw supplied by Albertson & Co. of New York, N.Y. The photo at left shows an explanation of how the Magi-Cartridge, provided by FMC Corp. of Washington, D.C. operates. The Stran master pole barn model (below), exhibited by Stran Steel Corp., also of Washington, draws many visitors.

MAKES YOU HUNGRY: Barbecued chicken at the Barbecue King, Inc., exhibit draws constant crowd. Others (below) see eggs hatch as the incubator displayed by the Petersime Incubator Co. is operated.

TIME FOR CHANGE: Below is the cash register, coin dispenser exhibit of National Cash Register Co.

Export expansion dates

Sept. 9 - 16—MILAN Trade Center—medical equipment*

Sept. 10 - 23—BARI—Levant international trade fair—laundry, dry cleaning, coin-operated machines (commercial)*

Sept. 13 - 20—VIENNA—international fall trade fair—food handling and merchandising equipment (commercial)*

Sept. 13 - 27—PLOVDIV—international trade fair (U.S. national)*

Sept. 16 - 23—FRANKFURT Trade Center—processed and specialty foods (USDA)*

Sept. 17 - 27—HELSINKI—international trade fair—automotive service equipment and business machines (commercial)*

Sept. 19 - Oct. 4—BERLIN—German industries fair—construction materials, building machines, prefab housing (commercial)*

Sept. 29 - Oct. 16—TOKYO Trade Center—sporting goods*

Sept. 30 - Oct. 23—BANGKOK Trade Center—audiovisual equipment (local)

October—SPAIN—industrial machinery and equipment trade mission

Oct. 2 - 8—STOCKHOLM—technical fair—electronic components and instruments (commercial)*

Oct. 4 - 11—MILAN Trade Center—machine tools*

Oct. 4 - 31—YUGOSLAVIA—trade development mission

Oct. 5 - 16—LONDON Trade Center—processed and specialty foods (USDA)

Oct. 14 - 21—FRANKFURT Trade Center—advanced teaching and industrial training aids

Oct. 25 - 29—DUESSELDORF—Igedo—ladies', teen outerwear, sportswear, children's, infants' apparel (commercial)

Nov. 3 - 13—LONDON Trade Center—bakery processing equipment

Nov. 7 - 22—GUATEMALA—U.S. national exhibition

November 7 - 28—DAR-ES-SALAAM—U.S. national exhibition

Nov. 7 - Dec. 6—GREECE—trade development mission

Nov. 9 - 14—FRANKFURT Trade Center—special purpose digital and analog computers (local)

Nov. 10 - 20—TOKYO Trade Center—packaging machinery and equipment

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment

Dec. 2 - 9—FRANKFURT Trade Center—advanced mechanical fasteners and techniques

Dec. 8 - 18—LONDON Trade Center—electronic controls for industrial processes

Jan. 13 - 20, 1965—FRANKFURT Trade Center—institutional catering equipment

Jan. 13 - Feb. 12, 1965—BANGKOK Trade Center—building materials and hardware

Jan. 15 - Feb. 15, 1965—COLOMBO—industrial exhibition (U.S. national)

Jan. 18 - 22, 1965—TOKYO Trade Center—air pollution control conference and exhibit (tentative)

Jan. 19 - 29, 1965—LONDON Trade Center—factory and office maintenance equipment

Jan. 23 - 31, 1965—MILAN Trade Center—institutional catering equipment (tentative)

Jan. 24 - Feb. 14, 1965—CARACAS—international trade fair (U.S. national)

February 1965—NAIROBI—U.S. national exhibition

February 1965—PHILIPPINES—industrial machinery trade mission

February 1965—FRANKFURT Trade Center—home maintenance and repair (tentative)

Feb. 8 - 21, 1965—TOKYO Trade Center—U.S. Travel Service (tentative)

Feb. 14 - March 15, 1965—LONDON Trade Center—U.S. Department of Agriculture exhibition

Feb. 20 - 27, 1965—MILAN Trade Center—high fidelity and stereo equipment (tentative)

Feb. 22 - April 3, 1965—TOKYO Trade Center processed foods (USDA)

March 17 - April 16, 1965—BANGKOK Trade Center—metal working equipment (tentative)

April 1965—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair)

April 21 - 30—LONDON—international engineering exhibition—factory modernization equipment

May—SEOUL—U.S. national exhibition

May—BUDAPEST—international trade fair (U.S. national)

*Fully booked

Prosperous Lebanon attracts trade, investors and tourists

AID power grid paying off in electrical appliance sales; Embassy to display sample products in selected U.S. product lines

The level of prosperity and business activity in Lebanon continued on a relatively high plane during the first half of 1964. During the second quarter of the year, customs revenues rose as port movements jumped, automobile and appliance sales continued strong, the tourism boom gained strength, and consideration was being given to a number of new development projects.

Partially offsetting these evidences of prosperity was a slowdown in building activity from its 1963 high, a decline in stock market activity and some caution in financial circles stemming from the closing of a local Beirut bank. Although the bank closing threatened a crisis of confidence, the banking community adjusted to the dislocation and appeared to maintain the favorable reputation of Beirut as a regional banking center.

Automotive registrations continue to climb, maintaining nearly a 1000-a-month pace, a 7% gain over last year. The U.S. held an 18.6% unit share of the market, but probably a 40% dollar share owing to the larger unit price of U.S. automobiles.

The refrigeration, air-conditioning, TV, and appliance merchants reported a strong first-half year, with many of them claiming new sales records. Virtually virgin markets are opening as rural electrification spreads and consumer credit expands. The appliance manufacturers are cashing in today on what AID and its predecessor U.S. foreign aid agencies started here 10 years ago—a countrywide power grid program.

Rising U.S. interest

U.S. firms continue to take an increasing interest in Lebanon as indicated by the opening of many new representative offices in Beirut. Irving Trust of New York, the seventh U.S. bank to establish in Lebanon, is scheduled to open its office shortly in Beirut.

Foreign countries are also becoming increasingly interested in setting up trade centers in Beirut.

The U.S. is nearing completion of its own "Sample Products Display," which will be located on the ground floor of the Embassy and will feature continuing exhibits of selected U.S. product lines. Sipes Paint, a U.S.-Lebanese joint-venture paint manufacturing operation in Lebanon, is considering expansion. Founded 9 years ago, Sipes now has 85 distributors in the country.

Modern seaside luxury motels and resorts are being rapidly built as tourists continue to flock to the cool seacoast of Lebanon. Total capacity will reach an estimated 20,000 beds in 2 years. Accompanying this development of motels are casinos and increased use of hydrofoils and helicopter planes. A 25% increase in tourist revenues is predicted for this year. If attained, it will mean a total revenue of approximately $41 million.

The Government has stepped up its public works program from $11 million in 1961 to $46 million in 1964. Work on Beirut Harbor is continuing on schedule with construction of a 1,000-ton marine slipway, a large refrigeration storage plant, and a 35,000-ton silo. Completion is set for 1966. Another project being surveyed entails the draining and lowering of the Beirut River bottom for 2 miles inland from the seashore, and the building of a dam to store rainwater for irrigation.

A power plant is planned in Jieh, about 16 miles south of Beirut. The cost of the project is estimated at $16.5 million and is scheduled to be completed by 1968. When completed, this plant will have an installed power of 240,000 kws. and will produce 1,200 million kilowatt-hours of electricity.

The new Government-operated and controlled Central Bank, which officially opened in April, is organizing its administration and collecting basic statistics as it moves toward its objective of providing guidance and direction to the country's extensive banking and financial community.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Dutch treat

On July 29, Dutch radio listeners were treated to broadcasts from a new commercial radio station—"Radio North Sea"—transmitting from an artificial island just outside Dutch territorial waters.

On the air 5 hours a day, "Radio North Sea" will eventually alternate its broadcasts with those of a commercial TV station to be completed on the same platform. Present Dutch regulations do not permit commercial radio or TV broadcasting.

Excess property rules on tires and tubes changed

Foreign excess property procedures have been revised so that certain pneumatic tires and inner tubes may enter this country under a blanket authorization, rather than on an individual case determination basis.

Foreign excess property is that which the government owned and sold abroad and may be imported into the U.S. only to correct a shortage, or otherwise benefit the economy.

The revised regulation, which became effective on August 13, covers:

- All used pneumatic tires and inner tubes, except 14-inch rim diameter passenger car tires and tubes.
- All unused airplane tires and inner tubes.
- All other unused pneumatic tires and inner tubes, except the 14-inch category, that are overage or have deteriorated so that they are fit only for limited service applications.

Excess property tire and tubes imports last year were valued at approximately $65,000. Little change is expected in the volume imported.

HUFF AND PUFF: Heavy earth-moving equipment gouges a road into Venezuela's cocoa region east of Caracas. The Government's ambitious transportation program is opening up the nation's remote areas. The construction industry is one of the leaders in pacing Venezuela's economic rise. (World Bank Photo)

Venezuela still gaining

Public confidence, public works team to brighten outlook for continued improvement

Spurred by an excellent fiscal situation, continued confidence that constitutional government has become a permanent fixture and President Leoni's program for high additional public expenditures, and, undeterred by terrorist activities and armed robberies, Venezuela's economy in the second quarter exceeded the levels of the very good first quarter.

Exchange reserves were at a very high level and imports passing through the principal ports of La Guaira, Maracaibo and Puerto La Cruz were up 24% over the first half of 1963.

The rate of investment in new plant and expansion remained high, and business in all sectors was excellent. Construction in particular rose sharply, relieving some of the chronic unemployment pressure. President Leoni's "Additional Investment Plan" calls for expenditures of 3.8 billion bolivars ($836 million) during the next 4 years (one bolivar equals 22 cents).

The President also announced that Venezuela would adhere to the Latin America Free Trade Association convention (LAFTA) in the near future. He was not able, however, to announce the formation of the "broad-based government" which he promised at the time of his inauguration.

Petroleum production increased slightly during the quarter to make the January-June 1964 average 2.22% higher than the first half of 1963. Iron ore production through May was 26.41% over the comparable period a year ago.

Secretary of Commerce Luther H. Hodges made a stop in Caracas in the course of a May visit to several Latin American countries. The Secretary met many businessmen and officials, including President Leoni. In his discussions he stressed the value of "two-way trade, two-way investment and two-way tourism."

Several Ministers and later the President publicly discussed the U.S.-Venezuela Bilateral Trade Agreement and announced that a revision would be negotiated. A high-level inter-ministerial committee was appointed to study the position to be taken by Venezuela.

The effect of Venezuela's entry into LAFTA on trade with the U.S. will depend upon the terms under which Vene-

zuela joins the Regional Group. Such terms are under study by a mixed government-private sector committee.

To protect local industries, Venezuela substantially increased the rate of duty for buttons; studs and cuff links; dolls; brushes; plastic brooms; plastic cloth and many other items made of plastic; sausages; bologna; corned beef; meat sauces, seasonings and extracts; non-metallic zippers; and certain types of iron and steel. Prior import licenses are now required for the importation of certain types of incandescent bulbs (see I.C. Aug. 3).

Other Government restrictions on the import trade during the quarter were: a regulation setting minimum requirement of national materials used in the assembly of motor vehicles at 5½% of the total weight of the vehicle; a new licensing restriction which is aimed at cutting off all imports of dietetic and medicinal milk and requiring local production by June 30, 1965.

New plants

Consumer buying was at the same high levels as in the first quarter with many products continuing in short supply. Some sectors showed more spectacular activity, particularly construction. Overall industrial and commercial activity in Venezuela remains high and is growing rapidly in some sectors. However, it can not be described as booming.

There have been a good many new plants and new products either put into production or planned. Goodyear is now producing about 60-70 types of V-belts which should supply 85% of demand by year-end with well over 100 different types and sizes. Production of straight radiator and other automotive hoses (not molded) is planned by the end of the year. Celanese Fibras Quimicas de Venezuela is now producing nylon yarn with a plant for polyester yarn under construction. Radiocentral C.A. is now assembling Admiral radios and TVs under license. Sivensa has expanded its iron foundry. Quimica Leros (in collaboration with the Borden Company) is producing formaldehyde and urea resins for glues and adhesives. Stockvis Venezolana (Dutch affiliation) is producing Leonard refrigerators for American Motors. Protexa de Venezuela commenced production of glass fibers. Papeles Venezolanos (Canadian affiliation) has started a $2.5 to $3 million expansion of its present paper manufacturing facilities. Kraft is now manufacturing Philadelphia brand cheese; and Quaker Oats will manufacture soon INCAPARINA, the low cost high protein food which reportedly will enable many low income families to obtain their full dietary requirements.

Construction is going ahead with the $1.5 million government munition plant at Maracay and the $6.5 million dynamite plant of Instituto Venezolano de Petroquimica (government) at Monon.

Orinoco Mining Company (U.S. Steel) is considering a $40 million ore reduction plant at Santo Tomé de Guayana which will reduce the ore to about 85% pure iron. Diablitos Venezolanos (William Underwood) is planning to double the size of its present plant. Quaker Oats has contracted with a local meat packing house to manufacture its Ken-L-Ration dog food. Sears Roebuck has opened a new branch store in Valencia, and Johns Manville has exercised its option to buy into Fibras Aislantes S.A., a local manufacturer of asbestos insulation. Kimberly-Clark reportedly plans local manufacture of sanitary paper towels and other paper items.

Japan's View

In view of Japan's increasing role in world economic affairs, The Japan Times has published a special 44-page supplement designed to inform its readers and other interested persons of the present state of major industries, foreign trade and marketing. The main theme is an earnest plea for reciprocity in trade.

Japan's top business leaders have expressed their opinions on problems of pressing importance in their respective spheres of interest.

This special edition is designed to be a valuable source of information for those concerned with the Japanese economy in general and trade with Japan in particular.

For free copies write: Joshua B. Powers, Inc., 551 Fifth Avenue, New York, N.Y. 10017.

Canadian International Power Company, a privately-owned Canadian power firm with subsidiaries in Maracaibo and Barquisimeto, proposes to spend $10 to $20 million to expand facilities in these areas. Its present plans also include expansion of facilities to cross the Colombian border and supply power needs in that area.

Foreign trade

Preliminary data indicate that official foreign exchange reserves increased about $16 million during the second quarter to about $768 million. There are indications that imports and other transactions raising the demand for foreign exchange increased significantly during the second quarter.

Imports passing through the principal ports of La Guaira, Maracaibo and Puerto Cabello rose to 594,000 metric tons in the first 6 months of 1964, compared to 489,000 metric tons in the same period of 1963.

In a move designed to enable the Government to control price rises if and when they come, the Ministry of Development issued two decrees, one setting maximum prices on several items of basic necessity, and the other adding over 100 new general categories to the list of products on which the Ministry can establish price ceilings. The effect on U.S. exports will depend entirely on how this new authority is administered.

President Leoni's "Additional Investment Plan" calls for expenditure of 3,816 million bolivars during the next 4 years, including 1,036 million bolivars as a supplement to the 1964 budget.

How alloted

Only about 650 million bolivars of planned additional expenditures under the 1964 budget may be classified as public investments in the strict sense, including 489 million in public works. The remaining expenditures will be used to cover operational deficits of various government agencies (about 150 million bolivars), to finance expanded expenditures on educational and sanitation programs (100 million), and to assume debts of the Federal District Government and other regional governments (150 million).

The additional expenditures in 1964 are to be financed by 400 million bolivars in domestic borrowing and an estimated 636 million bolivar increase in ordinary government revenues. The increased revenue is expected to result mainly from last January's exchange reform. Future expenditures (2,780 million bolivars) will be allocated entirely to public works, including large investments in irrigation, highways, telecommunication facilities, petrochemical projects, and social works (hospitals, schools, housing, and water systems). Partial Congressional approval has been received and full authorization is expected.

The current fiscal surplus for January-May 1964 amounted to 389 million bolivars compared with 320 million in the same period last year. International public debt fell further from 1,526 million bolivars on March 31 to 1,268 million on May 31.

The external debt rose from $158 million to $170 million in the same period, due especially to disbursements on World Bank loans for highway construction and the Guri dam. Liquidity of

the monetary and banking system contined to increase during the period but Central Bank credit to the Government declined sharply.

The Venezuelan congress adopted a recommendation of a technical group of the Inter-American Development Bank (IDB) which proposed the establishment of a joint Venezuelan-Colombian Commission with powers to deal with integration of border areas of the two countries and for maximizing the utilization of the region's natural resources. Five major programs in the fields of transportation, development of watersheds, irrigation and land settlement, industrial development and colonization were proposed.

The Federation of Chambers of Commerce established a committee to prepare a set of basic principles for regulating foreign investments. The organization will then decide whether to incorporate these principles into a bill to be submitted for congressional consideration.

Petroleum production increased slightly during the second quarter, and the average daily production from January through June is now 3,367,213 barrels per day (bpd), a 2.22% increase over the same period in 1963.

The Government petroleum company (CVP) announced an arrangement entered into with the Compania Shell de Venezuela under which Shell would refine up to 500,000 barrels of the CVP production from its closed-in wells in Lake Maracaibo with provisions for refining an additional 500,000 barrels. Shell also undertakes to assist in the marketing of the products for which CVP has no immediate marketing outlet.

Excess earning tax

There was considerable press comment over the possibilities of a tax to be applied on dividends of those petroleum companies which have what would be classified as excessive earnings. The possibilities of such a tax were mentioned by the ex-Minister of Mines and Hydrocarbons. However, official sources publicly denied that this tax would be implemented.

President Leoni restated that "the government will not nationalize the oil industry because it has chosen a plan that harmonizes the interest of the country with the interests of foreign investors." The "no concession" policy, he has said, will be kept in force and a substitute to the concession system is being prepared.

Iron ore production in 1964 is showing a 26.41% increase over 1963. Increased shipments to the European markets of Germany and England apparently are accounting for the increased production. Domestic consumption also has increased 17.31%.

On April 7 the Creole tanker Esso Maracaibo, out of control due to electric power failure and loaded with 36,000 tons of oil, crashed into the new Lake Maracaibo Bridge. All available ferries have been pressed into service to handle the heavy automobile and truck traffic to and from the Maracaibo area until bridge repairs are completed (several months). The Creole Petroleum Company announced that it will pay all costs of repairs, which may run to $5 or $6 million.

Significant transportation developments occurred in the Guayana area during first quarter 1964; completion of 2 new seaports for deep-draft ocean going vessels, completion of a highway bridge linking the two new ports to the Puerto Ordaz side of the Caroni River, and beginning of work on the first bridge ever to span the Orinoco River at Ciudad Bolivar.

General cargo port

A general cargo port for the growing industrial area of San Felix in Bolivar State was completed and is expected to handle some 100,000 tons of cargo annually. A second new and specialized deep water port is situated closely at Palua, where the Iron Mines Company's (subsidiary of Bethlehem Steel) new facilities can now load giant ore carriers in a matter of hours.

The new bridge over the Caroni, which opened to traffic in May, now links these installations with Puerto Ordaz and the Matanzas steel mill. In March the Government of Venezuela signed the contract for construction of a bridge over the Orinoco. It will be the longest suspension bridge in South America. Work is already under way on this bridge which will connect the vast and developing State of Bolivar with the more populous northern half of the country.

An official of the Government shipping line (CAVN) announced during the quarter that the Venezuelan shipping line carried an average of 46% of the cargo transported to Venezuela during 1963 from North American and European ports served by the CAVN. This was approximately the same proportion as carried by the line during 1962.

VIASA, the domestic airline providing international service, has announced that for the first time a stock dividend of 600,000 bolivars will be paid during calendar year 1964. The Government's share of the dividend should be 330,000 bolivars since the Government holds 55% of the company's stock.

$5 million IDA loan to improve Pakistan's inland waterways

The International Development Association (IDA), an affiliate of the World Bank, has loaned the equivalent of $5.25 million to Pakistan for the further improvement of inland water transport in East Pakistan.

To centralize responsibilty for providing the services required for the efficient operation of inland water transport, most of which is in the hands of private enterprise, the Government of East Pakistan established the Inland Water Transport Authority (IWTA) in 1958.

The IDA credit will assist further stages of IWTA's development program. These clude **(1)** detailed surveys of river ports and waterways, looking to the preparation of a priority plan of selected waterways and ports requiring improvement and maintenance; **(2)** radio location stations to provide a vessel position-fixing system and to serve as an aid to navigation; **(3)** the expansion of IWTA's workshop at Barisal to provide additional facilities for the repair and maintenance of navigational equipment; **(4)** the construction of about 100 landing facilities for passengers and cargo; **(5)** the acquisition of a salvage unit to remove wrecks and obstructions to navigation; **(6)** the continuing services of consultants for IWTA's organization.

With the exception of the radio location system, which requires a specialized type of equipment, all major contracts for construction and procurement have been or will be placed on the basis of international competitive bidding.

Lebanon puts labeling rules for canned goods into effect

Two amendments to labeling requirements for canned foods imported into Lebanon have just been put into effect.

One amendment provides for periodic inspection and analysis of selected samples of canned foods. The other amendment lists 6 categories of canned foods, and prescribes the information which must appear on the containers of each class of foods.

Details concerning these changes may be obtained by writing: OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

Chile retains momentum

Inflationary trend slows down markedly on eve of Presidential election

The momentum of the Chilean economy was maintained during the second quarter despite many economic and political stresses and strains. These included the proximity of Chile's September 4 Presidential Election, which was conditioning many business and financial decisions, particularly those involving longer range commitments.

A political swing to the left has been predicted, with the question being whether it will be a moderate swing towards a mixed economy with more extensive government planning and control, or an extreme swing towards state socialism and nationalization of industry.

Government efforts to cope with budgetary, balance-of-payments, and inflationary problems were influencing production and sales through reduction of imports, curtailment of foreign exchange and credit availabilities, tightening of price controls, and delayed salary and wage adjustments for the public sector. The fact that the economy has managed to adapt itself in the face of these difficulties is a heartening development, and reflects growing optimism concerning the election outlook, continued low unemployment, and major labor contract-negotiations without resort to strikes.

A marked slowing down of inflationary trends along with the maintenance of high employment was particularly gratifying. The announcement of an additional $15 million AID loan from the U.S., together with the availability of $15 million from an Export-Import Bank credit to purchase U.S. machinery and equipment gave further stimulus to the financial and business community.

Prices continued to rise during the second quarter, but the 6% increase in the retail price index was the lowest since the second quarter of 1963. However, the rapid rise of the index in the first quarter made the overall increase of 23.7% for the first half of the year greater than the 21.4% increase for the same period in 1963.

Stiffening attitude

The slowing of the rate of inflation was evidence of the Government's stiffening attitude toward price increases, enforcement of price ceilings, and prevention of hoarding by distributors. However, preliminary figures showing a 28% increase in the money supply during the first half are an indication that it will be increasingly difficult to resist pressures on prices.

The foreign exchange rate also showed less movement during the quarter, and the amount of exchange available to importers at the spot rate appeared very small.

With AID loan funds becoming scarce, U.S. importers will increasingly become subject to the same payments treatment as suppliers from other countries. Most U.S. exporters may expect longer payment delays unless their imports are fortunate enough to be covered by letters of credit, or are eligible for futures.

Keep in touch

Suppliers whose shipments are eligible for futures should maintain especially close communications with their agents to insure every opportunity is taken to obtain available exchange. Suppliers unable to obtain futures may soon be experiencing delays exceeding the current 6 to 8 months in addition to the 120-day waiting period.

The published buying rate on the brokers' market for non-trade transactions reached 3.2 escudos to the dollar on February 6 and remained there through mid-August. Throughout the second quarter, it was difficult to obtain dollars on the brokers' market.

Reportedly, black market transactions have increased, with rates of 4.2 escudos to the dollar and higher rumored.

On May 18 the Central Bank issued stricter regulations limiting purchases by private individuals so as to allocate available exchange more equally. A limit of $300 was set for purchases of exchange for trips within South America, and $1,000 for trips outside the continent, with small amounts permitted for maintenance of dependents abroad.

A public sector wage bill (Law 15,575) was enacted on May 15. Financing provisions of the bill included a variety of tax measures which are expected to influence activities outside the wage field. One provision removes the exemption from the "first category" income tax previously enjoyed on interest and other income obtained by holders of Law 14,-171 import deposit bonds. Banks are still allowed this exemption, which formerly was 20% for individuals and 30% for corporations. This action apparently reflected Congress's view that, despite losses arising from long-delayed amortization and interest payments, non-banking holders of these bonds were earning excessive profits by renting to importers.

The law also authorizes a new issue of $25 million in dollar-denominated bonds for retirement of Law 14,171 bonds.

Foreign holders of dollar-denominated securities issued under Law 14,949 to settle dollar debts (*pagares*) were hurt by a ruling by tax authorities that interest payments on these securities are subject to the "additional" income tax of 30%, even though the law specifically exempts them from the "first category" and "complementary" income tax.

This result had not been intended, and had occurred because of faulty drafting of the new income tax law (Law 15,564) which became effective in February. Nevertheless, Congress rejected President Allesandri's attempt to amend the law by inserting corrective language in the previously mentioned Law 15,575.

The Chilean Congress did, however, accept in Law 15,575 one important amendment to the income tax law which added commissions on payments by Chilean companies for services rendered abroad to the list of exceptions from the tax. Exemptions already accepted included those for freight insurance and other standard charges.

Bank credit remained tight during the quarter with preliminary figures showing a 16% increase in loans by commercial banks for the first 6 months of 1964, compared with an increase of 20% during the same period in 1963.

Debate

Newspaper editorials called attention to the scarcity of credit, particularly for the private sector, claiming serious implications for employment and economic progress. The Central Bank denied this criticism, using figures to show that credit to the private sector had been sufficient, and that greater expansion would be inflationary.

However, in May the Central Bank authorized an increase in the total amount of special loans to agriculture and industry qualifying as a charge against bank reserve requirements, and raised the authorized interest rate on these loans to 15%.

While official production indices for

POWER FOR CHILE: Builders work on diversion tunnel at Huasco Steam Power Station. (World Bank Photo)

the second quarter are still lacking, unofficial indications are that most sectors of the economy managed to maintain their momentum with little evidence of increased unemployment.

Some construction areas were reportedly affected by a "wait and see" attitude among investors and buyers, and sales in some less essential lines were falling as the result of reduced purchasing power, stemming from inflation.

Production of copper, iron ore, pulp and paper, food, and chemical products were reported holding their own or showing seasonal increases over previous quarters. Textiles, lumber, plastics and metallic products presented a mixed picture.

Some production lines, and some importers, were beginning to be affected by shortages of raw materials or spare parts and equipement, resulting from Government efforts to curtail imports.

An unconfirmed report of a 0.1% drop in unemployment suggests that the slackening in construction and import-related activities has been more than offset by increased service employment and pre-Christmas manufacturing. Collective bargaining has proceeded in a peaceful manner with few strikes, with gains by workers roughly following the increase in the cost of living.

Trade performance

Preliminary customs data for January-April, 1964 show total Chilean imports of $183 million and exports of $187 million. Imports from the U.S. were valued at $66.5 million, 36.4% of the total, slightly above the U.S. share of the market in 1963. Imports from Western Europe, 35.5% of the total, also ran slightly above their 1963 performance, while imports from the Latin American Free Trade Association, 17.6%, fell slightly. Projected estimates for 1964 show total exports of $561 million (up 19% from 1963) and total imports of $549 million (down 89% from 1963).

Chile's unfavorable 1963 trade balance of $96 million and continued balance of payments difficulties motivated Government efforts to insure a favorable 1964 balance. In addition to prohibiting many imports and dissuading others by means of high surtaxes and advance deposit requirements, the Central Bank is deliberately slowing down the processing of import registrations which must be approved before shipments are authorized. Processing delays of 3 months or more are not uncommon. Measures to stimulate exports include permission granted to all exporters, except the large mining companies, to sell their dollar earnings at the premium bankers' futures rate, and special investment incentives aimed at attracting new export industries.

The Chilean Congress is being asked to establish other types of incentives for export industries such as the refunding of duties and taxes on imported machinery and equipment and raw materials, the refunding or elimination of internal transaction taxes on domestic purchases, and special export credit assistance.

Foreign investment activity was light during the quarter, although 5 applications were submitted to the Chilean Foreign Investment Investment Committee, including those by Crown Zellerbach and Kaiser Aluminum.

Copper production by the large mining companies increased by 14% over the first quarter, and was running 3.2% above the first half of 1963. Nationalization of the industry continued to be a heated issue, with the Socialist-Communist presidential candidate stressing nationalization according to a vague timetable. The Christian-Democratic candidate, Eduardo Frei, argued it was more in Chile's interest to achieve maximum domestic refining of Chilean copper, Chilean control of marketing, and greatly increased production.

The increasing spread between the London Metal Exchange (LME) price for copper and that paid by U.S. producers led to rising pressures by Chile for a price increase. Although temporarily allayed by a drop in LME prices in May, the recovery of these prices finally produced a 2 cent per pound increase in the price of Chilean copper in mid-August.

Dry holes

The failure of exploratory drillings in Arauco Province dampened expectations for a long term increase in Chilean petroleum production. Government efforts in the immediate future apparently will be limited to developing existing fields in Magallanes Province and an occasional wildcat hole in the south.

The Chilean National Petroleum Enterprise (ENAP), in recognition of the country's increasing dependence upon natural gas for energy needs, is actively exploring the establishment of a petrochemical industry at Magallanes, and the transportation of liquified methane to Mejillones by tanker to replace fuel oil imports used by the power plants of the large northern mining enterprises.

The fish reduction industry in northern Chile continued to expand as new modern plants came into production. A new 70 ton per hour (raw material) plant at Arica, which will have a 120 ton per hour capacity by September, is the largest in operation in South America. Some 20-25 fishmeal plants are now in operation in northern Chile, and are supported by a 200-vessel purseseinger fleet of predominately modern construction.

Highway program

Other transportation developments included special efforts to complete the Longitudinal Highway before the end of the year, inauguration of ferry service between the Isle of Chiloe and the mainland, the awarding of 3 sectional contracts under the IDA-IBRD transversal road construction program for the southern provinces, and the beginning of planning of a transversal road construction program for central Chile in cooperation with the Chile-California program.

In the shipping field, Chile's two international companies and the U.S. Gulf

and South American Steamship Line (Gulfsa) began modernizing their fleets. New additions to the Gulfsa fleet will make the Valparaiso-New Orleans run in approximately 15 days.

The national development agency, CORFO, announced the organization of a state-owned telecommunications enterprise whose primary objective will be to install and operate a microwave trunk system capable of simultaneously handling telephone, telegraph, telex, radio, television and other communications media for the entire length of the country. The new entity will take over the facilities now operated by the Telecommunications Committee of CORFO.

An additional $15 million AID loan during the quarter brought total AID financial assistance during 1964 to $55 million. Also announced during the quarter, were operational details of the Eximbank's development loan of $15 million to Chile's Central Bank against which deferred payment purchases from the U.S. may be made by the public or private sectors.

The Central Bank will approve purchases up to $250,000 and recommend Eximbank approval for larger purchases. Borrowers must sign notes to the Central Bank guaranteed by CORFO or a local commercial bank. These notes will be denominated in escudos, but payable in dollar equivalents at the time of payment.

Borrowers' maximum interest charges, including commercial bank service charges, may be no higher than 7.25% annually, and payment terms may be as long as 6 years commencing July 15, 1966.

Visitors' autos require documents in Near East

Visitors to Near and Middle Eastern countries who wish to take a motor car with them are reminded that the following documents are required by most countries in this area:

A "carnet de passages en douanes" (customs passbook), or "triptyque" (passsheet); an international driver's license; an international certificate for motor vehicles and valid license plates. Automobile insurance is not compulsory but is recommended.

Although these regulations are not new, many travelers with automobiles arrive in the area without the required documents, and find themselves subject to delay, inconvenience, and expense. Most automobile clubs in the U.S. are able to provide the kind of information and service needed by their members traveling to foreign countries.

Exporters' payment claims amply justify formation of FCIA to insure commercial, political export risks

Protection facilitates export financing by U.S. commercial banks; Eximbank assumes all political risks beyond control of buyer

The Foreign Credit Insurance Association (FCIA) offers U.S. exporters cash on the barrelhead when they run into trouble collecting from their overseas customers. Officials say its underwriting experience to date has demonstrated the need for this type of protection.

Since it commenced operations in February 1962, through July 15, 1964 the Association has mailed out checks amounting to $764,655 covering some 339 individual loss claims by U.S. exporters.

The trade credits granted by U.S. suppliers to their customers abroad are comprehensively insured under FCIA policies against both commercial credit and political risks. Goods sold on payment terms up to 180 days are insured under the Short Term policy, while the Medium Term policy applies to products, mostly capital goods, normally sold in international trade on installment terms ranging from 181 days to 5 years.

Losses have related almost exclusively to short term transactions so far, though one medium term credit involving a sale to a South American buyer resulted in a loss for which the U.S. exporter has already been indemnified.

Commercial credit risks (insolvency of or protracted payment default by the foreign buyer) have accounted for 181 claims representing a total value of $408,961. An additional $317,189, involving 157 cases, has been paid out under the political risk category, mainly accounted for by delays in obtaining U.S. dollars for the local currency deposited by foreign buyers in payment of their trade bills to U.S. suppliers.

One medium-termer

The one medium term loss amounting to $38,505, represents the initial payment on a transaction with an unmatured balance of $297,000, for which FCIA assumes its full contractual liability.

Buyers of U.S. products in more than 40 countries, extending to almost every free world area, have accounted for FCIA loss payments.

In addition to the losses already paid, FCIA's Claims Department is now processing 810 cases against which exporters have filed notice of actual and potential claims. These claim filings cover more than 800 export sales transactions worth over $4 million.

Under FCIA policy, a claim may be registered as a protracted default case when the insured bill remains unpaid 6 months after its maturity date. A political risk claim involving the exporter's non-receipt of dollars because of a delay in converting and transferring a buyer's local currency deposit may be filed with FCIA after a lapse of 90 days.

Strictly voluntary

A voluntary association of more than 70 leading American insurance companies, FCIA now assumes all commercial credit risks while the political risks are entirely borne by the Export-Import Bank of Washington (Eximbank). In addition to exchange transfer delays, the political risks covered include war, revolution, expropriation, and other governmental actions entirely beyond the control of either the U.S. exporter or the foreign buyer.

An FCIA policy assures the exporter that his accounts receivable will be collectible within a predetermined time period, regardless of changes in the buyer's condition or of political developments which not even the most experienced financial and credit management can foresee. This protection greatly facilitates the financing of export sales by U.S. commercial banks.

STEEL EQUIPMENT

Shipbuilding company seeks license to make steel equipment for hydroelectric plants; rolling boards for steel mills; welded tubes, dia. 300-4000 mm., thickness up to 30 mm.; lathes; boring mills; grinding machines; pipe bending machines, other semi-automatic machines. Write: Stockholms Rederiaktiebolag Svea, Box 2065, Stockholm 2, Sweden.

New administration grapples with Brazil's continuing economic crisis

Government acts to soften Foreign Investment Law of 1962; new measures turn last year's trade deficit into a surplus

The new Administration in Brazil continues to grapple with the multitude of problems affecting the economy. A number of important measures designed to promote the Administration's goals of "stabilization, development, and reform" were promulgated or presented for legislative discussion during June.

Actions taken included Presidential signing of the civil service pay boost, the issuance of regulations making changes in coffee export policy, and the granting of Congressional approval for a Constitutional amendment permitting collection of new taxes during rather than after the year in which the tax was legislated. Congress was discussing a temporary increase in the consumption tax and a bill to modify the more restrictive features of the Foreign Investment (profits remittance) Law of 1962. Congressional action on the latter bill was completed on August 12. A summary of the provisions of the legislation will appear in *International Commerce* as soon as the text is received.

Statements by the President and Cabinet Ministers clarified the Government's attitude toward business and industry, stressing the fact that the promotion of new foreign investment in Brazil is an integral part of the Government's campaign to resume national economic growth, broaden employment opportunities, and end inflation.

Rights outlined

The Minister of Planning listed among the "rights" of present and potential foreign investors the right to reasonable security of property and repatriation of profits; among their "duties" he included the obligation to integrate their plans with Brazilian development plans and to recognize the need to train Brazilian labor, make use of Brazilian management skills, and open the ownership of the firm to Brazilian participation.

The theme of facilitating broader ownership of both foreign and domestic firms was emphasized increasingly by Government spokesmen.

The business and industrial pattern changed little in June. Investors, domestic as well as foreign, remained cautious, apparently waiting for clearer indications of the new Government's policies and programs. Although some concrete developments occurred in the investment field, the general feeling of caution was demonstrated by weakness in the securities market. Retail sales, except in large consumer durables, achieved near normal levels.

Industrial production was slightly higher, except in home appliances, electronic products, some capital goods, and the motor vehicle industry. Other sectors reporting decreased activity were road construction, particularly Federally-financed projects, and the lumber industry of southern Brazil, where domestic and foreign sales have been depressed for the past year.

Despite Government efforts to control inflation, the cost of living continued to rise. The index for the State of Guanabara (city of Rio de Janeiro) showed an increase of 5.1% in June and a total of 42.4% in the first 6 months of 1964, compared to 37.1% for the same period in 1963.

Coffee exporters did not respond favorably to the new coffee export policy announced early in June, and foreign trade during the month was disappointing. Exports were less than anticipated, principally because of the continued lag in coffee shipments; imports, under firm Government control, were estimated at below the June 1963 level. The agreement for rescheduling the officially guaranteed medium-term external debt of Brazil and a revision of the regulations affecting drawbacks, encouraged optimistic forecasts for trade expansion.

Trade statistics for January-April indicated exports totaling $445.5 million and imports of $383 million, compared with $363 million in exports and $435.4 million in imports during the same period of the preceding year. Coffee exports during the marketing year ending June 1964 were 18.9 million bags, compared to 17 million in the 1963 marketing year.

A goodwill mission from India visited Rio de Janeiro and Sao Paulo, showing an interest in selling industrial products, sugar refining equipment, and machinery for manufacturing asbestos and processing tea in exchange for Brazilian-made ships. A mission from Sweden visited Swedish industry in Sao Paulo, the largest concentration of Swedish industry abroad and stressed interest in increasing economic and cultural ties.

The productive capacity of Petrobras, the national petroleum monopoly, for gasoline and liquified gas was advanced substantially by the installation of catalytic cracking equipment at the new Duque de Caxias refinery near Rio de Janeiro.

A bill was presented to Congress to create a National Council of Precious Stones and Metals, with the basic objective of increasing foreign exchange receipts from diamonds, semiprecious stones, and gold. Trade reports indicate that large sums in tax and foreign exchange receipts are lost to the Government annually because of contraband shipments of these commodities abroad.

A new "Right to Strike" law signed by the President implements a Constitutional provision by defining the conditions which must be fulfilled before a strike can be called. Penalties provide fines or imprisonment for violations of the law. All negotiations between unions and employers in June were settled peacefully and no strikes were called. Contract negotiations between management and labor in the Pernambuco area resulted in wage increases of 40 to 50%.

Official concern was expressed over the problem of increasing unemployment. The Minister of Planning stressed the need for rapid industrialization and foreign investment to provide 1 million new jobs annually.

No fee

Venezuelan Consulates charge no fee for an official set of the consular invoice forms. The former charge of $1 per set (7 copies) has been withdrawn. The International Commerce Supplement of June, 1964 entitled **"A Market For U.S. Products—Venezuela"** erroneously states on page 41 that a $1 fee is charged for each set of the consular invoice form.

SWITCHES

Manufacturer of contactors, end boxes, and relays, seeks U.S. licensing rights on magnetic thermal break-switches, miniature toggle switches for aircraft, missiles. Write: European Market Association, 34 rue de la Victoire, Paris 9, France.

Third 'negative clearance' involving trade granted by EEC Commission

Decision issued under antitrust provisions of Rome Treaty for agreement between Common Market, English companies

The Commission of the European Economic Community has issued its 3rd decision under the Rome Treaty's antitrust provisions granting "negative clearance" to an agreement involving trade in the Common Market.

This means the Commission does not intend to take action against the agreement.

This latest decision concerns an agreement between a French company, Nicholas Freres S.A., and an English company, Vitapro, Ltd. Nicholas had previously acquired the assets of another French firm, Vitapointe, makers of hairdressing preparations. Under the agreement with Vitapro, Nicholas sold that company the Vitapointe assets outside the Common Market. The agreement prohibits the buyer, Vitapro, from manufacturing or selling in the Common Market, products bearing tradmarks which it acquired from Nicholas under the agreement. There is a further obligation on the English firm not to sell in the Common Market, until January 1966, any hairdressing preparations it manufactures.

Same trademarks prohibited

The Commission, in granting "negative clearance" for this agreement, indicated that those restrictions on the English firm's usage of the acquired trademarks only prevents it from selling in the Common Market products bearing the same trademarks used by the French firm in this area.

The Common Market itself is not subdivided into sectional markets.

Also, the further obligation on the English firm not to market any hairdressing preparations it makes in the 6 member countries is due to expire in less than 2 years and in any case does not apply to acquired products or those made under license.

The Commission emphasized that although this and the other 2 cases (see INTERNATIONAL COMMERCE, July 13, p. 35, and June 8, p. 28) concerned agreements between a firm in the Common Market and one outside it, this circumstance alone was not the basis for the granting of an exemption from Community anticartel regulations.

Whether or not the EEC anticartel regulations apply, the Commission noted, depends upon the effect the agreement has on competition in the Common Market.

New Zealand Tariff

The First Supplement, issued July 1964, to The International Customs Journal No. 29, 9th Edition, on New Zealand's customs tariffs, is now available at Department of Commerce Field Offices.

Copies may be obtained on a loan basis from all Field Offices.

Dried whole milk quota again increased by Germany

Germany has announced an additional increase in the import quota for dried whole milk, open to various countries including the U.S.

Applications for import licenses may be submitted until 5 working days before the entry into force of the EEC Market Regulation for Milk and Milk Products (now scheduled to become effective November 1), but not later than December 18, provided the regulation has not been enacted by the latter date.

Licenses will be valid until the above-mentioned regulation comes into force, but not after December 31.

Cement tax set

A consumption tax on domestically produced or imported cement sold in Costa Rica has been set at approximately $0.26 per 42.5 kilogram bag, and approximately $0.04 per kilogram in bulk.

Income tax rates increased under new schedule for Nepal

Rates graduated from 5% to 40% apply to profits, personal income

Income tax rates have been increased under a new rate schedule instituted in Nepal's budget for the fiscal year which began July 24.

As in the old rate schedule, the first $780 of taxable income is exempt from tax. For income in excess of this amount, the new rates are graduated from 5% on the next $520 to 35% on income between $8,450 and $9,750 and 40% on all income over $9,750.

This compares with a range under the old schedule from 4% in the lowest bracket to 30% on income in excess of $9,100. Despite this increase, however, the income tax still constitues a comparatively light burden on business in Nepal.

The overall incidence of the tax ranges from only 2% on the first $1,300 of taxable income to 17.5% on income of $9,750 and 37.8% on income of $100,000.

Business profits included

Nepal's single income tax schedule applies to both business profits and personal income. The usual deductions are allowed from gross income in determining business profits subject to tax. On personal income, a deduction of 10% of the gross is allowed in determining net taxable income.

For copies of the new income tax schedule, write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

UP AGAIN

Outstanding letters of credit confirmed by reporting banks in favor of U.S. exporters to Latin America rose in July for the second consecutive month. The Federal Reserve Bank of New York reported increases for 8 of the 23 countries covered by the Bank's monthly survey of the Latin American export credit experience of 11 commercial banks. The month's increase of $11.6 million raised the outstanding amount to $206.8 million, the highest level since the October 1960 figure of $214.1 million.

Pakistan imposes higher customs duties on most manufactured goods

Regulatory levies instituted for many items excepting drugs, fertilizers, machinery, textiles already having duty rates

Under provisions of the Finance Act of 1964 and subsequent notifications, Pakistan has imposed higher customs levies on most categories of manufactured and semimanufactured items and on a number of crude materials.

Basic tariff rates have been increased on numerous items and a new "regulatory" duty of customs imposed on many others. Notable exceptions are pharmaceuticals, fertilizers, machinery, and nearly all textile items, on which existing levies were continued in effect.

The basic import tariff duty was increased on a large number of items in the general categories of vegetable oils, pigments and paints, tanning substances, rubber and products, rough wood products, glass products, and certain iron and steel products.

Following are some selected items now carrying higher tariff rates, showing the current rates (with the old rates in parentheses), in percentages except as noted:

Fixed vegetable oils, 40 (25); vegetable and synthetic tanning substances, 25 (20); color lakes, 35 (25); prepared pigments, colors, enamels and glazes, 35 (20); cinematograph film, $0.0063 per linear ft. ($0.0042 per linear ft.); natural, synthetic, and reclaimed rubber, 12½ (7½); rubber tires, cases, tubes, and flaps, 50 (40); parquet flooring blocks, 40 (30);

Unbleached cotton yarn, 17½ (7½); bleached, dyed, or mercerized cotton yarn, 17½ (12½); cast, rolled, drawn, or blown glass, 50 (40); glass envelopes, including bulbs and tubes, 30 (25); builders sanitary ware of iron or steel, 75 (50); locks and furniture fittings of base metals, 75 (50); primary cells and batteries, 50 (40); electric accumulators, 50 (40).

Regulatory customs duty

The new "regulatory" duty of customs, to be levied in addition to the basic import duty, was introduced in the current fiscal year which began July 1. The Finance Act authorized levy of regulatory duties, by official notification, at either a rate not exceeding 25% of the basic import duty imposed by the Tariff Act; or a rate not exceeding 10% of the dutiable value of the goods.

By notification of July 11, regulatory duties were imposed on a wide range of items in the following principal categories:

Chemicals; plastics; rubber and products; ceramic sanitary ware and tableware; iron and steel; copper, nickel, aluminum, magnesium, lead, zinc, tin, other base metals and alloys, and manufactures thereof; sewing machines; precision, measuring, checking, medical and surgical instruments and apparatus and parts thereof.

For most of the items subjected to this regulatory duty, the rate is 10% of dutiable value. Most iron and steel products, however, carry a rate of 5%, and certain chemicals are assessed at either 5% or 7½%. The regulatory duty on radio and television receivers is 20% of dutiable value.

Items subjected to regulatory duty comprise virtually the entire list of items freed from import licensing in the liberalized import policy for the period July-December 1964. See INTERNATIONAL COMMERCE (Aug. 3, p. 18).

Curbs excessive drawdown

In announcing the import policy, the Government stated that import duties would be increased on the new free list items as a restraint against an excessive drawdown on foreign exchange; the regulatory duty apparently is the vehicle chosen by the Government to accomplish this objective. These duties are effective for the duration of the current fiscal year only and will expire on June 30, 1965, unless subsequently extended.

For details of tariff revisions and regulatory duties for individual commodities, write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Uniform customs, practices adopted by all Iraqi banks

All Iraqi banks must adhere to the Uniform Customs and Practice for Documentary Credit (1962 Revision). Text of the regulations, which became effective August 1, are contained in International Chamber of Commerce Brochure No. 222, which may be obtained from the International Chamber of Commerce, 38 Cours Albert 1 er, Paris VIII, or from the various National Committees of the ICC.

Applications for credit to be opened after August 1 must contain the following clause:

"Credit to be opened in accordance with Uniform Customs and Practice for Commercial Documentary Credits."

This decision will not affect the Iraqi banking practice of giving or withholding documentary letters of credit. The action merely brings Iraq into line with most of the rest of the countries of the world which comply with these regulations.

South Africa raises quota for milled rice

The South African Government recently announced that it will permit the import of an additional 15,000 short tons of milled rice during the remainder of 1964.

According to official sources, the increase in import quotas is aimed at supplementing available stocks and preventing any possible shortages. Presently, the U.S. supplies about 80% of South Africa's total rice imports.

The easing of import quotas on milled rice represents a temporary respite from the effects of a concerted South African policy to encourage the development of a local rice milling industry, capable of handling expected substantial increases in domestic rice production, especially from newly-cultivated areas on northern Natal.

While long-range South African plans call for self-sufficiency in rice production by the mid-1970's, upwards of 90% of the approximately 60,000 tons of rice presently consumed annually must be imported.

Chilean trade barriers lowered on some items

Recent changes in the Chilean list of permitted imports include:

Complete heads for domestic sewing machines—surtax lowered from 30% to 10%, and prior deposit lowered from 200% to 10%; raw cotton—prior deposit reduced from 10% to 0%; nickel wire—prior deposit lowered from 100% to 50%; linoleum for floors—added to the list of permitted imports, carrying no surcharge and a prior deposit of 5,000%.

The Central Bank of Chile issues changes in the list almost daily.

Brazil lowers prior deposits needed for general imports

SUMOC instruction also adds 20% non-refundable surcharge

Imports into Brazil formerly subject to 100% prior deposit has been increased slightly and imports formerly subject to 200% prior deposit was substantially reduced, as a result of Instruction No. 275, of the Superintendency of Money and Credit (SUMOC).

This regulation establishes a 60% prior deposit on all imports formerly requiring deposits of 100 or 200%. The 60% prior deposit, calculated on the amount of the exchange contract, is returned after 210 days. Deposits for financial transactions are maintained at 100% of the value of the exchange contract, except that for remittances covering motion picture royalties the deposit is reduced from 200%, formerly in effect, to 100%.

Evidence of cruzeiro deposits must be made to the Bank of Brazil within 5 days of the signing of the exchange contract. The prior deposits are returned at the end of 30 days in the form of 6 months, non-interest-bearing notes issued by the Bank of Brazil.

Exchange surcharge added

In accordance with provisions of Article 29 of Law 4,131 and Article 36 of Law 4,357, the instruction established an additional exchange surcharge of 20%, not refunded, of the amount of the exchange contract.

The financial charge of 20% of the value of the exchange contract will be paid to the order of SUMOC simultaneously with the prior deposit previously mentioned.

Exemptions from the newly-established 60% prior deposit were granted by the Council of SUMOC to imports on which tariff concessions have been granted to the Latin American Free Trade Association; imports by Federal, Municipal and State governments; and imports specified by Circular Letter No. 525, August 16, 1963, of the Banking Fiscalization Department of the Bank of Brazil. For a list of exempted commodities see INTERNATIONAL COMMERCE, Jan. 13, p. 20.

Several investment projects approved by Yugoslavia

The Management Board of the Yugoslav Investment Bank recently approved a number of investment projects.

Chief among these was the reconstruction of Yugoslavia's principal railroad lines with the financial assistance of a $70 million loan from the International Bank for Reconstruction and Development. The formal agreement with the IBRD is expected this month.

Other projects approved include: $27 for a lignite gasification plant at Obilic and pipeline from Obilic to Skopje (90 km.); expansion of the "Viskoza" rayon factory in Loznica and the cellulose factory in Banja Luka; major reconstruction of the "Elektronska Industrija" radio, television, electronic equipment plant at Nis; $2 million to purchase studio, other equipment for modernization of television studios in Belgrade, Llubljana, Zagreb, Skopje.

In May, the Federal Executive Council of Yugoslavia approved investments in the Yugoslav tourist industry totalling $53 million, to be spent during 1965 and the remainder of this year. The investments will be largely in new highways, gasoline stations, motels.

Chilean firm to purchase U.S. machinery, spare parts

A $1,275,000 Alliance for Progress loan has been authorized by the Export-Import Bank to Comandari, S. A., Santiago, Chile, to finance purchase of machinery, spare parts, supplies and services necessary to add 10,000 spindles to Comandari's present facilities.

Comandari, S. A. is a leading knitter of nylon hosiery. The firm also produces yarns spun on the worsted system for sale to local knitting and weaving mills. These yarns are of cotton and wool and blends of cotton with polyester, acrylic, or other man-made fibers.

The new spinning capacity will enable Comandari to increase its purchases in the U.S. of cotton, synthetic and man-made fibers. Chile produces enough wool and polyester fibers to meet domestic demand.

Primary supplier under the loan will be Saco-Lowell Shops, Greenville, S.C. Equipment will be manufactured by Saco-Lowell or purchased by the firm as agent for Comandari.

The Eximbank loan is repayable in 8 years beginning in 1965. This loan brings to over $480 million the amount of loans the Bank has authorized for use in Chile.

Iraq sets up public firm to import drugs

A public company, the General Drugs and Chemical Imports and Distribution Company, has been established in Iraq as the sole importer and distributor of medical drugs, pharmaceuticals, non-industrial chemicals, baby foods and milk, surgical equipment and similar products.

Such items currently being held in customs or in transit as well as those to arrive in the future will be taken over by the Company at the c. & f. price, Baghdad or Basra. The company will have a capitalization of $2.8 million.

Iraqi drug stores and pharmacies will continue to function as before, except that they may no longer import the above items but must obtain them from the public company.

The company also will be sole importer of the Government's requirements of pharmaceuticals, non-industrial chemicals and the other items listed above. These include the requirements of the Ministries of Defense and Health and the semi-autonomous agencies. The Government's requirements will continue to be obtained through tenders.

U.S. firms now selling these products directly or through Iraqi agents are urged to contact the Director General, General Drugs and Chemical Imports and Distribution Company, Baghdad, Iraq.

Viet-Nam will permit wider variety of imports

The Ministry of Economy of Viet-Nam has announced that exporters of secondary products will be allowed to import a wider variety of goods with 25% of their repatriated foreign exchange.

Of interest to U.S. exporters are textiles, paper, and sundries which have been added to the previous list of luxury foodstuffs and beverages. Also, exporters of black tea, Viet-Nam's 3rd largest foreign exchange earner, will now enjoy the same import privileges as exporters of minor products.

U.S. BUYING MORE

Seasonally-adjusted U.S. imports of $1,589.6 million were 6% higher than the June import figure and 9% over the totals for July a year ago. General imports for the first 7 months of 1964 are running about 8% ahead of the 1963 pace for the same period.

U. S. Government Actions

Appeals Board modifies export sanctions imposed against U.S. firm, foreign affiliates

Cooperation with Bureau of International Commerce investigators, small value of commodities involved, cited as reasons for modifying order

The Appeals Board of the Department of Commerce has modified a series of sanctions imposed under the Export Control Act last January by the Department's Bureau of International Commerce against a leading U.S. manufacturer of typewriters and other office equipment, a West German and a Canadian affiliate of the company and 7 individuals concerned in its operation.

The case grew out of the transshipment to Cuba of calculating machine parts the U.S. manufacturer had shipped to the West German affiliate, and the attempted transshipment of U.S. origin typewriter parts from the Canadian affiliate to Cuba, all of which violated the U.S. embargo on shipments to Cuba.

In explanation of the modified order, which became effective August 24, the Appeals Board said that lighter sanctions in certain instances were justified because the non-strategic commodities involved were of small value, (about $400), and the matter represented an isolated transaction which occurred about 3 years ago, rather than a pattern of disregard of export control regulations. The board also cited the cooperation of respondents with Department investigators as a mitigating factor.

Principals involved

Principals in the case are: SCM Corp., (formerly Smith-Corona Marchant, Inc.) New York, N.Y.; Victor G. Severin, San Gabriel, Cal., a former vice president of SCM in charge of international operations; Mrs. Olga J. Walker, Lausanne, Switzerland, who was assistant to Mr. Severin; and G. M. Burt, Oakland, Cal., plant manager.

Also, Marchant Rechenmaschinen G.m.b.H., Hamburg—Billstedt, West Germany; Warner Lange, the production manager; and Heinz-Werner Goos, the managing director. Smith-Corona (Canada), Ltd., Scarborough, Ontario, Canada; and W. Ross Woodrow, president and general manager. Abelardo Tous, Havana, Cuba, Smith-Corona dealer.

Sanctions now applicable are as follows:

SCM Corp., and the Canadian affiliate are placed under probation for 3 months, and the German affiliate for 1 year. Woodrow and Burt also are placed on 3-months probation. Severin, Mrs. Walker and Goos are denied export privileges for a year, and Lange, for 11 months, but the privileges of all will be restored conditionally after 1 month. They will then be on probation for the balance of their respective denial periods.

Tous, who initiated the transaction causing the trouble, was found to have been aware of the U.S. embargo. He did not answer the charges and failed to appeal from the order denying him all U.S. export privileges for the duration of export controls.

The Appeals Board noted the testimony of Severin and Mrs. Walker that they were unaware of the October 1960 embargo imposed on most U.S. exports to Cuba. The Board, however, held that they were nonetheless responsible for familiarizing themselves and SMC's other employees with the Government's export controls and that their failure to do so in this case was gross negligence.

Italian plant modernization helped through U.S. loan

The Export-Import Bank has authorized a loan of $1.65 million to cover purchases in the U.S. of machinery, equipment and services needed to modernize the steel division of Nazionale Cogne S.p.A., Aosta, Italy.

Specific items to be procured in the U.S. include a scarfing machine, rolling equipment with furnaces, tempering equipment with tanks, pickling equipment and other components as well as ocean freight and insurance.

All will contribute to the modernization and improvement of Cogne's steel production. Total cost of the modernization program is estimated at over $14,000,000.

The new loan is repayable over 5 years beginning in 1966.

Investment in Venezuela guaranteed by AID

The Champion Spark Plug Company of Toledo, Ohio, has obtained guaranties from the Agency for International Development to protect an investment in the spark plug industry of Venezuela.

The Champion company is establishing an enterprise in Venezuela to produce and distribute its spark plugs. Most of the raw materials will be imported from the U.S. until they become available from local sources.

The U.S. firm is investing $150,000 in cash, and machinery and equipment valued at $225,000, as capital of its Venezuela Subsidiary, Bujias Champion de Venezuela, acquiring in return all the outstanding capital stock. It will also provide the Venezuela company with a loan of $300,000. Bujias Champion will pay the parent company royalties based on its spark plug sales.

The AID investment guaranties protect the Champion Spark Plug Company's receipts from the equity investment.

Eximbank loan to boost paper production in India

A loan of $6.8 million to Central Pulp Mills, Ltd., Poona, India, authorized by the Export-Import Bank, will cover costs of U.S. goods and services needed to establish a bamboo pulp mill at Fort Songad, 150 miles north of Bombay.

Central Pulp Mills is a firm created in 1960 by 5 of India's older and more successful paper makers. Initial capacity of the new bamboo pulp mill will be 24,800 tons annually, to be increased to 33,000 tons in the 7th year of operations.

Prime contractor for the new project will be Sandy Hill Corporation, Hudson Falls, N.Y., which will manufacture some of the required equipment and act as purchasing agent for other components. Sandwell International, Portland, Ore., has been selected by Central Pulp Mills as consultant engineers.

In addition to the Eximbank loan, the 5 sponsoring firms will raise in India an approximately equal amount to cover local costs.

The five firms behind Central Pulp Mills are Paper and Pulp Conversions, Ltd., Gujarat Paper Mills, Ltd., Deccan Paper Mills Company, Ltd., Pudumjee Paper Mills Pvt., Ltd., and Western India Match Company.

Central Pulp Mills will repay the loan over 8 years beginning in 1967.

35 joint venture, licensing offers extended to U.S. firms by Central American, Panamanian businesses

Trade and Industrial Development Mission's final report lists variety of requests for investment, technical know-how

In its final report, the Trade and Industrial Development Mission to Central America and Panama lists 35 joint venture and licensing opportunities reported from Nicaragua, Honduras, Costa Rica, Panama, El Salvador and Guatemala.

Firms following up these leads should list the appropriate Interview Report (IR) number in any correspondence with the foreign firm or with the Bureau of International Commerce. This identifying number is shown in parentheses after the address of each of the opportunities.

0122 Banana Plantation

American resident of Costa Rica, currently operating a firm which packs foodstuffs, and reportedly an expert with 25 years experience in banana growing research and plantation management seeks joint venture arrangement to develop from approx. 400 to 800 acres of suitable land into a banana plantation. It is reported that a guaranteed market exists for a 10-year period under contract with a major U.S. fruit company which will provide seed for plants of an improved variety and erect a boxing plant on the plantation.

According to the promoter, total capitalization will be $300,000; the plantation should be in full production of an estimated 630,000 42 lb. boxes of bananas a year 18 months from the beginning of the project. Write: George F. Bowman, Golden Grove Fruit Co., P.O. box 4141, San Jose, Costa Rica. Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, has available some further information on the proposed venture and will furnish it upon request. Please refer to File IRD-B in any correspondence. (IR 65).

1511 House Construction

Guatemalan construction firm reported with ample funds to construct 30 low-cost homes seeks joint venture with U.S. firm capable of supplying all required steelwork for project.

Write: Constructora Rewell, 12 Calle 11-10, Zona 1, Guatemala City, Guatemala. (IR 40).

2035 Pickles

Successful supermarket operator manufacturer of mustard, sauces, dry soups, proposes joint venture with experienced U.S. firm for processing, packaging pickles in Honduras.

Write: Henry Fransen, Henry Fransen & Co., P.O. box 548, San Pedro Sula, Honduras. (IR 42).

2043 Breakfast Foods

Long-established Panamanian manufacturer of crackers, cookies, marmalade, hard candy is interested in joint venture to produce hot breakfast foods such as oatmeal, cold breakfast foods including cornflakes, puffed cereals. Firm would like to discuss proposal with U.S. manufacturer of considerable experience in production of hot, cold breakfast foods.

Write: Bureau of International Commerce, Office of International Investment, File 2-2043-3-B, Department of Commerce, Washington, D.C. 20230. (IR 67).

2071 Candy

Candy manufacturing firm in business over 30 years in San Salvador seeks joint venture with U.S. concern with considerable experience in the candy industry to obtain production management, with or without investment, to improve product quality, and to enlarge and modernize the existing operation. Financial investment by U.S. firm for expansion purposes could run from $50,000 to $100,000. Factory currently sells in Nicaragua and Honduras, as well as El Salvador.

Write: Rolando Duarte, El Sol-Duarte Hnos. S.A., 212, 25a Calle Poniente, San Salvador, El Salvador. (IR 51).

2098 Spaghetti, Macaroni, Noodles

Costa Rican firm manufacturing Italian-type "pasta" since 1898 seeks U.S. participant in proposed joint venture to build modern plant to produce macaroni, spaghetti, noodles. Present plans call for total capital of $1,080,000. U.S. capital in the amount of $780,000 required. Marketing manufacturing experience also desired.

Write: Jorge Musmanni E., Musmanni S.A., P.O. box 1326, San Jose, Costa Rica. (IR 59).

2251 Hosiery
2254 Underwear

Costa Rican manufacturer of knitted hosiery, underwear, light outerwear reported to seek joint venture for expansion purposes in order to meet a major increase in sales. Firm, founded in 1956, has 104 employees. Its present capital is claimed to be approx. $270,000. It welcomes discussions with experienced U.S. manufacturer in same industry.

Write: Samual Nowalski, General mgr., Cia. Textil Centroamericana, P.O. box 1411, San Jose, Costa Rica. (IR 58).

2253 Knitted Textiles, Garments

A $200,000 investment on joint venture basis is sought by long-established (1915) Guatemalan firm to expand its production of knitted textiles (rayons, cotton, wool), knitted garments. Firm, employing 200 people, reports current profits as running at around 11.5% on its present $700,000 capital. With new capital sought, rate of return would increase to 15%, according to firm's estimates.

New investment is required for factory expansion ($25,000), machinery ($50,000), working capital ($125,000). As a result of new investment, sales volume would increase from current average of $750,000 to around $1.25 million a year.

Write: Carlos Weissenberg, Mgr., E. Weissenberg y Cia., 9 Calle 6-44, Zona 1, Guatemala City, Guatemala. (IR 35).

2281 Cotton Yarn, Fabrics

Merchant in cotton yarn, fabrics who has owned, operated dry goods store in Santa Ana, El Salvador, since 1921, proposes joint venture to produce cotton yarn, fabrics in that country. He is prepared to invest $80,000 in venture.

Write: Alfredo Afane, Casa Afane, 6 Avenida Sur y 3a. Calle Poniente, Santa Ana, El Salvador. (IR 53).

2341 Women's Underwear

Costa Rican manufacturer of ladies' undergarments seeks joint venture for expansion with U.S. firm experienced in that field. Required financial participation of U.S. firm would be around $200,000. It is claimed that present production meets U.S. standards.

Write: Kasitta, Ltda., P.O. box 3744, San Jose, Costa Rica. (IR 57).

2522 Metal Furniture

Costa Rican manufacturer of metal furniture seeks licensing arrangement with experienced U.S. firm to manufacture office, kitchen furniture. Firm, established in 1934, is reported currently to have 52 employees.

Write: Alfredo Madrigal, Rosago S.A., P.O. box 1911, San Jose, Costa Rica. (IR 64).

2645 Cardboard
2952 Asphalt Shingles

Joint venture calling for technical, managerial and financial participation, is sought by Costa Rican manufacturer of cardboard, asphalt shingles for expansion of production to meet demand. The company is currently

pulping scrap paper. Approximately $190,000 would be required of the U.S. investor.

Write: Guillermo A. Arguedas, Asfatex Industrial, P.O. box 3439, San Jose, Costa Rica. (IR 62).

2649 Toilet Paper

Firm in Guatemala City, now testing 1st production runs of kraft and bond paper in its new mill is interested in securing license from an experienced U.S. producer to manufacture toilet paper. It is prepared to add toilet paper machinery if licensed to make well known brand of U.S. toilet paper. Firm is open to discussion on equity arrangement.

Write: Celulosas del Pacifico S.A., 7 a Avenida 9-89, Zone 1, Guatemala City, Guatemala. Additional information is available in Spanish and can be obtained on a loan basis by writing: Bureau of International Commerce, Office of International Investment, File IRD-B, Department of Commerce, Washington, D.C., 20230. (IR 41).

2782 Business Forms

Long established Nicaraguan printer and binder of school books, business records is interested in establishing contact with U.S. company with experience in the printing industry. The firm is particularly anxious to print U.S. brands of business forms, loose leaf binders. It has $100,000 of capital available for joint venture; is willing to discuss a variety of terms in licensing arrangement.

Write: Enrique Gurdian Cia., Ltda., 2a Calle N. #205, Managua, Nicaragua. (IR 45).

2834 Pharmaceuticals

Owner and manager of established Honduran firm of importers, wholesalers of general merchandise and pharmacist brother are interested in manufacturing or processing pharmaceuticals under licensing or joint venture arrangement with experienced U.S. manufacturer of pharmaceuticals. Technical assistance, limited capital participation would be an important feature in any arrangement. Amount of capital subject to negotiation.

Write: Jacobo F. Siman, 3a Ave. Sur No. 5, San Pedro Sula, Honduras. (IR 33).

Well-established local producer of pharmaceuticals seeks to enter into licensing agreement with U.S. company to produce U.S. brands of pharmaceuticals in El Salvador. Firm also would welcome equity investment of up to $50,000 on joint venture basis for expanding facilities to manufacture ethical and popular pharmaceutical products.

Write: Esteban Lainez R., Laboratorios y Drogueria Lainez, 37 Calle Oriente, No. 342, San Salvador, El Salvador. (IR 48).

2834 Pharmaceuticals
2844 Cosmetics

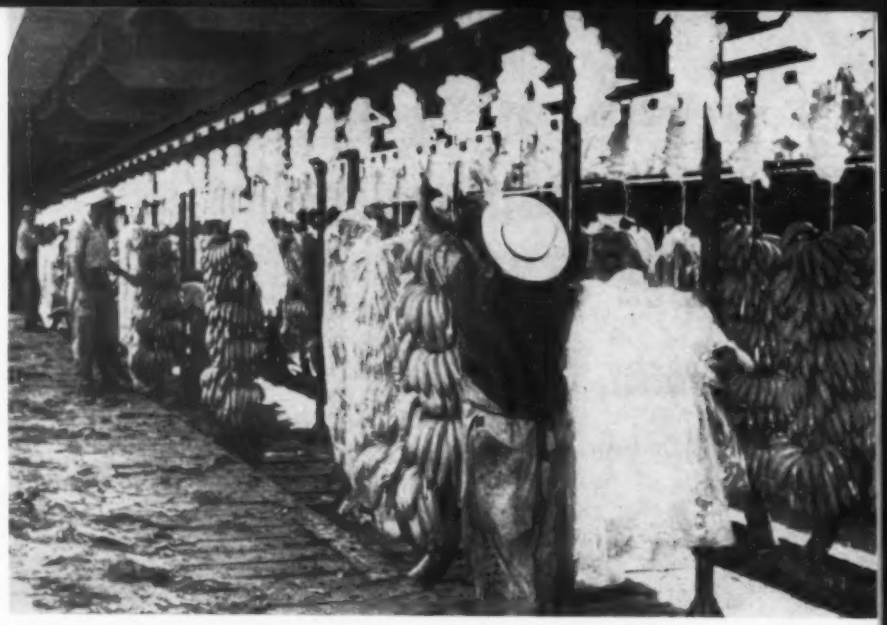
Importer of pharmaceuticals, cosmetics, manufacturer of disinfectants, liquid dentifrice is interested in licensing arrangement with U.S. firm experienced in manufacturing pharmaceuticals, cosmetics. Arrangement for distribution, contract manufacturing of additional popular pharmaceutical, cosmetic products also welcomed.

Write: Central Farmaceutica, Ltda., P.O. box 823, San Jose, Costa Rica. (IR 47).

2842 Household Insecticides

Nicaraguan manufacturer of household insecticides who reports impending installation of new aerosol filling machinery is interested in licensing or similar arrangement to pack well known brands of U.S. insecticides for distribution in Central America. Eventual expansion into full line of both household, garden insecticides contemplated.

Write: Bureau of International Commerce, Office of International Investment, File 2-2842-3-B, Department of Commerce, Washington, D.C., 20230. (IR 44).



MONEY ON TREES: Trade Mission reports investment opportunity involving Costa Rican banana plantation. Bananas are big business in Central America but manufacturing opportunities also beckon.

2851 Lacquers

Paint manufacturer desires licensing agreement with U.S. manufacturer of nitrocellulose lacquers for automobiles for production of such lacquers in San Salvador. Firm also would consider joint venture operation if preferred by prospective U.S. licensor.

Write: Ing. Funes Hartman, Pinsal S.A., Apartado Postal #1037, San Salvador, El Salvador. (IR 55).

3069 Battery Cases

Small Costa Rican manufacturer of rubber gaskets would like joint venture with experienced U.S. to make battery cases. Also interested in licensing arrangement.

Write: Edwin L. Underwood, P.O. box 1314, San Jose, Costa Rica. (IR 63).

3079 Plastic Articles

Businessman, owner of small factory producing men's, boys' wearing apparel, proprietor of 2 retail outlets in Managua, seeks licenses from U.S. manufacturers of vinyl plastic items such as folders, portfolios, loose-leaf books, billfolds, eyeglass-cases for production in Nicaragua.

Write: Max Najman, Fabrica Record, P.O. box 583, Managua, Nicaragua. (IR 43).

3141 Shoes

Honduran businessman, engaged in importing, retailing general merchandise since 1933, proposes joint venture with experienced U.S. company to manufacture men's, women's shoes in Honduras. He has adequate capital, full local backing; mainly requires technical know-how. Extent of U.S. capital participation subject to negotiation.

Write: Jorge Kawas, P.O. box 157, San Pedro Sula, Honduras. (IR 34).

3281 Building Marble, Terrazzo

One of leading tile, terrazzo manufacturers, marble workers in El Salvador seeks participation of U.S. firm with know-how in proposed joint venture to expand firm's activities because of growing market for its products in Central American Common Market. In addition to technical, managerial assistance, prospective U.S. participant expected to invest $100,000 in venture.

Write: Piero Ferracuti, Mgr., Ferracuti Hnos.—"La Colonial", 1047 Calle Gerardo Barrios, San Salvador, El Salvador. (IR 50).

3292 Brake Linings

Long-established (1873) family-owned business enterprise with wide range of interests wants to manufacture locally all kinds of brake linings under license of U.S. manufacturer. Firm has ample capital; requires only technical assistance. Proposes to market output throughout Central American Common Market.

Write: Fernando Rossell, Chief, Representations Dept., Villela Rosa y Cia., 9a. Calle A: 3-44, Zona 1, Guatemala City, Guatemala. (IR 37).

3357 Insulated Wire
3643 Copper Conductors

Established Costa Rican sales agent for construction materials such as copper wire and lightning arrestors seeks joint venture with U.S. firm experienced in industry to manufacture PVC insulated wire, uninsulated copper conductors. Firm estimates total investment for establishment of factory would approximate $500,000, of which, U.S. investor required to contribute between $200,000 and $250,000. Firm also estimates that plant should pay for itself in 4 to 5 years.

Write: Enrique Odio Cooper, Industria

Nacional Cables Electricos, P.O. box 4615, San Jose, Costa Rica. Brief summary in Spanish of additional details can be obtained by writing: Bureau of International Commerce, Office of International Investment, File IRD-B, Department of Commerce, Washington, D.C., 20230. (IR 60).

3429 Hardware

Firm engaged in manufacturing hardware for furniture, doors seeks U.S. capital, technical know-how on joint venture basis to expand scope of operations. Firm, presently capitalized at $50,000, is owned, managed by 2 graduate engineers.

Write: Ing. Antonio Ferraté, Ferraté, y Calderon, la Avenida 14-75, Zona 1, Guatemala City, Guatemala. (IR 38).

3585 Refrigeration Equipment

Joint venture for assembly in Panama of commercial, industrial refrigeration equipment is proposed by one of leading distributors of commercial and domestic electric, gas appliances, refrigeration and air-conditioning equipment (Volume of business in 1963: $1.2 million). Firm, in business since 1944, is prepared to match $100,000 investment of U.S. manufacturer of refrigeration equipment.

Write: Ralph de Lima, Elga S.A., P.O. box 4395, Panama City, Panama. (IR 68).

3713 Truck Bodies

Costa Rican importer of U.S. trucks, tractors, farm equipment, with good service organization would like to contact experienced U.S. firm to discuss possible joint venture in assembling dump truck bodies for distribution in entire Central American Market. Firm was established in 1951, currently has 105 employees and is reputed to enjoy effective, experienced management.

Write: Bureau of International Commerce, Office of International Investment, File 2-3713-1-B, Department of Commerce, Washington, D.C., 20230. (IR 61).

4222 Cold Storage Warehousing

Growing market for off-season Guatemalan fruit in Central American Common Market prompts owner, operator of cold-storage business (graduate of Santa Monica Technical College of California) to plan for extension of present facilities (14 cold-storage warehouses with total storage capacity of 1 million lb. of fruit). Joint venture proposed with U.S. investor prepared to put up $30,000, on which annual return of about 30% could be expected in 1st year of operation.

Write: Oscar A. Claveria, Frigorificos Arnolds, la Calle 37-47, Zona 11, Guatemala City, Guatemala. (IR 39).

5012 Motorcycles, Wholesale

Auto parts dealer who recently acquired exclusive distributorship for El Salvador of "Zanella" motorcycles (manufactured in Argentina but assembled in U.S.) seeks U.S. participant in proposed joint venture to develop market for these motorcycles through 35 agencies established throughout country. Mainly required is assistance in financing purchase of motorcycles in amount of around $100,000 annually.

Write: Misael Carpio, Auto Parts, 227, la. Calle Poniente, San Salvador, El Salvador. (IR 54).

6312 Life Insurance
6332 Fire Insurance

Guatemalan insurance company whose principal lines are life, fire insurance seeks joint venture to increase capitalization, improve efficiency. Company is reported to be largest multiple line insurance firm in country. It also is reported that 25% of company's present capitalization is held by Swiss reinsurance company. U.S. participation desired is to extent of 25%, approx. $150,000, plus technical assistance, know-how in company operations. According to firm, annual premium income is approx. $1 million, with $10 million of life insurance in force, $20 million of fire insurance, related lines.

Write: Lic. Oscar Barahona Streber, General Mgr., Compania de Seguros Cruz Azul, S.A., Edificio Cruz Azul, 5a Avenida 8-24, Zona 1, Guatemala City, Guatemala. (IR 49).

6551 Real Estate Development

Firm of contracting engineers with 8 years experience in housing construction seeks U.S. capital in amount of $300,000 on joint venture basis to launch low-cost housing project about 3 miles from San Salvador. Current plans call for immediate construction of 200 3-bedroom units of clay-brick, cement construction to sell at $4,000. Firm anticipates 15% net profit free of taxes on investment; has option on 150 acres within city limits for future development.

Write: Gerald M. Ryan, Mgr., Padilla y Cuellar, Edificio Duenas #506, San Salvador, El Salvador. (IR 56).

Civil engineering firm with considerable experience in construction field (office buildings, housing, government buildings, urbanization of rural areas) plans to form new corporation to finance commercial, industrial, residential land development, provide facilities for financing 5 to 15 year mortgages at minimum interest of 8%. A 50% equity participation is offered U.S. investors in proposed $250,000 corporation. According to present estimates, corporation's loan requirements in 1st 2 years will amount to around $4 million.

Firm, which claims ample bank credit, owns approx. 15 acres of land within 5 miles of San Salvador, 5 acres of prime commercial real estate within city. Additional 500 acres available to firm on firm-offer basis within 6 miles of the city. New corporation would be primarily engaged in financing, sale of developed property, while existing firm would do architectural designing, construction work.

Write: Ing. Luis O. Gonzalez, Managing Director, Ingenieros Asociados, S.A., 25 Calle Poniente y 15 Ave. Norte, San Salvador, El Salvador. (IR 52).

6551 Real Estate Development
7011 Hotels

Costa Rican lawyer who owns 60 acre site about 4 miles from center of San Jose seeks joint venture with U.S. investor to construct 300 middle-class homes and possibly hotel on property. Promoter proposes that joint venture be on 50-50 basis in land, with U.S. interest to finance all construction costs on homes and take all profits. Water, power are reported available to property.

Write: Fabio Furnier, P.O. box 1105, San Jose, Costa Rica. (IR 66).

Projected Philippine cement plant requires U.S. help

A $7 million cement plant is projected in the Philippines by the Quezon Cement Corporation which proposes a joint venture with U.S. interests.

Technical know-how, as well as equity participation, is sought.

A detailed project study, envisaging a plant with a daily capacity of 600 metric tons of high quality portland cement, may be obtained by writing: Dr. Serafin Montenegro, Chairman of the Board, Quezon Cement Corp., 708 Don Santiago Bldg., Taft Ave., Manila, Philippines.

Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, will assist interested U.S. firms upon request. Refer to File IRD-H in correspondence.

Chilean paint manufacturer requests licensing agreement

Pinturas Tajamar S.A., Santiago, Chile, manufacturers of paints, varnishes, enamels, and lacquers, desires a licensing agreement with a U.S. producer of industrial finishes for the manufacture of such finishes in Chile.

The company owns and operates a well-equipped, modern plant located in the industrial sector of Santiago and only requires formulae, processes and technical assistance to produce new lines of industrial finishes. Payment for technical assistance and royalties will be made on the basis of terms mutually agreed upon.

Write: Pinturas Tajamar, S.A., Transversal 5490 (Los Cerrillos), Casilla 13402, Santiago, Chile.

ALUMINUM WINDOWS, DOORS

Fabricated structural metal products manufacturer seeks technical licensing arrangement with U.S. manufacturers for fabrication of aluminum windows, doors in Hong Kong for local and Southeast Asian markets.

Write: The Hong Kong Chiap Hua Mfg. Co., (1947), Ltd., 902 Fung House, G.P.O. box 115, Hong Kong.

ZINC OXIDE, STEARATES

Manufacturer of zinc oxide, stearates, powder seeks technical agreement and/or investment participation to increase production, acquire new methods, improve efficiency for manufacture of present product lines above.

Write: Fabrica Espanola de Blanco de Zinc, S.A., Calle Guipuzcoa, No. 274, Barcelona, Spain.

Indian wool company seeks U.S. investor

Sunderdas Narsoomal, an established and leading Indian exporter of carpet wool, seeks participation of a U.S. manufacturer of tufted woolen carpets in a proposed joint venture to produce such carpets in India.

A capital investment ranging from $357,000 to $420,000 would be required to launch the project, according to estimates. The U.S. participant would be expected to supply required machinery (estimated cost: $200,000) either as a deferred credit (to be paid from future export earnings) or as its share of the total investment in addition to providing technical know-how. It is proposed to establish the plant near Bombay.

Terms of the collaboration agreement between the Indian firm and the prospective U.S. investor will be determined by direct negotiation, subject to the understanding that the Indian Government will release no foreign exchange for the project and that foreign exchange requirements shall be met from future export earnings of the enterprise itself.

A partner in the firm, H.S. Rajani, plans to visit the U.S. this month to make a personal canvass of potential investors in the proposed project. Interested U.S. carpet makers write: Bureau of International Commerce, Office of International Investment, Washington, D.C. 20230, referring to File IRD-H.

For additional information regarding the project itself, U.S. firms should write: Sunderdas Narsoomal, Bombay Chambers, First Marine St., Bombay 1, India.

License to make mastic for building trades wanted

An established manufacturer in Israel seeks a licensing agreement with a U.S. maker of mastic suitable for use in the construction of buildings subject to a high degree of vibration.

The manufacturer is also interested in new types of mastic or in new methods which will improve the quality of his present production. Formulae, know-how and possible use of U.S. trade names are required.

No financial assistance will be required of the licensor, and the firm is prepared to pay a fixed fee, royalty, or a combination of both on mutually agreeable terms. Once the basis of an understanding has been worked out, a representative of the firm proposes to visit the U.S., finalize the agreement and study at the plant of the licensor.

The prospective licensee is the largest Israel manufacturer of all types of high grade putties, mastic and sealing compounds. Last year's sales reportedly reached $166,000. With an expanded line, it would be possible to double this figure, according to the firm.

Write: Shmuel Biberman, The Merek Chemical Works, 70 Bar Yochai St., P.O. box 1393, Tel Aviv, Israel.

The Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, will be glad to assist prospective U.S. licensors who should refer to File IRD-S in correspondence.

Indian plans visit to U.S. to promote joint ventures

An Indian businessman with a wide range of interests and official government connections will visit the U.S. this month to explore possibilities of private U.S. technical and financial participation in 2 proposed projects on a joint venture basis.

One project is a deep-sea fishing venture, including acquisition and operation of deep-sea fishing-boats, construction of plants to process and preserve fish, and establishment of transportation facilities to market fish within a 100-mile radius.

The 2nd project is the manufacture of yeast from molasses.

Interested U.S. firms should write: Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230. File No. 4-0912-2-H.

VALVES

Manufacturer and distributor of oil hydraulic valves, cylinders, associated equipment desires to enter into licensing agreement to manufacture solenoid-operated control valves in Australia. Write: Main Hydraulics, Pty., Ltd., 287 North Rd., Huntingdale, Victoria, Australia.

BASKETBALLS, PLAY BALLS

Manufacturer of sporting, leather goods seeks license to produce plastic, rubber, and or nylon basketballs, other types of play balls. Write: The J. L. Burley, Pty., Ltd., Perth, Australia.

U.S. licensees sought to produce new garage doors

U.S. licensees are sought by a Canadian manufacturer to produce a newly designed garage and industrial door on which a U.S. patent is pending.

These doors are reported as easy to operate; they take only 3 inches of head room, and no overhead tracks are required. Designs and sizes are unlimited, and installation cost is low.

Other features claimed for the doors include box construction of plywood on the outside and hardboard on the inside attached to a sturdy pine frame which provides exceptional strength. The doors are counterbalanced by steel weights and there are no springs.

Write: Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, File 1276.

MATERIAL HANDLING EQUIPMENT

U.S. license for production of material handling equipment such as fork stackers, lift trucks, hoisters, continuous flow conveyors, roller conveyors, sought by manufacturer, wholesaler of material handling equipment. Write: MAFI Geraetebau GmbH & Co. K.G., 7015 Korntal, Germany.

ELECTRO-MECHANISMS

Manufacturer of armaments seeks U.S. licensing rights on electro-mechanisms for aeronautical, space, nuclear equipment, such as ejectors, bomb-releasing apparatus, similar automatic sequence equipment. Write: Soc. R. Alkan & Cie, 29 Ave. Claude Vellefaux, Paris 10, France.

BOAT KITS

W.S. Wooly, Pty., Ltd. of 11 Dexter St., Mooreeka, Brisbane, Australia, seeks licensing agreement with a U.S. manufacturer of boat kits.

WATER SOFTENERS

W.G. Utting & Co., Pty., Ltd., No. 2 Dorsey St., Milton, Brisbane, Queensland, Australia, wants to manufacture a line of domestic water softeners under license.

WINDOWS, AWNINGS

Manufacturer wants to produce side sliding domestic windows, casement awnings under license. Firm prefers to use rolled form sections.

Write: Premier Blinds, Pty., Ltd., 84 Lutwyche Rd., Windsor, Brisbane, Australia.

Construction bids invited by Canada on storage dam; deadline is September 15

The British Columbia Hydro & Power Authority, Vancouver, Canada, invites tenders for the construction of Duncan Lake Dam, the first of three dams to be built under the terms of the Columbia River Treaty.

Construction work on this storage dam, Contract No. C. D.-2, is expected to start immediately after ratification of the treaty on Oct. 1.

Deadline for submitting tenders is 12 noon, Sept. 15, at the address given below. Tenders will be publicly opened at 2 p.m. the same day.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Specifications for the Duncan Storage Dam include:

(a) a zoned earth fill dam, about 120 feet high and 2,500 feet long with comparatively flat side slopes, an upstream blanket, cut-off walls, downstream dyke, seepage pressure relief facilities, and pressure and settlement recording devices;

(b) twin tunnels, including intake structures, intake channel, outlet structure and outlet channel;

(c) access road, diesel generator station and other associated items of work as described in the specification.

All inquiries on tender documents must refer to "C. Q. 974." Tender documents may be obtained from: Manager, Purchasing & Stores Division, British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver 1, B. C. Cost of the documents for the first set is $200; each additional set $100, each additional set of drawings, $25.00. Add 5% B. C. Social Services Tax to all costs.

Turkey to build 2 tunnels; bidders should obtain Certificates of Competency

Turkey's Ministry of Power and Natural Resources, General Directorate of State Hydraulic Works, invites qualified firms to submit applications for obtaining a Certificate of Competency in submitting tenders. The deadline is Sept. 15 to obtain this application.

Tenders are for the construction of 2 diversion tunnels, with a horseshoe cross section of about 54 feet net height and 233 feet in length each at the Keban Dam multipurpose Hydro-Electric Project which is located on the Euphrates River in South-Eastern Turkey.

Detailed information may be obtained by writing to: The General Directorate of State Hydraulic Works; Dams & Hydro-Electric Power Plants Division; Ruzgarli Sokak, Catal Han, Ulus, Ankara, Turkey.

Iraq issues tender for table, kitchenware items

The Central Foreign Purchasing Board, Ministry of Finance, Baghdad, has issued tender No. 47/64 with a bid deadline of Oct. 4, which calls for the following items:

1,000 milk jugs, light green porcelain, ½ pint capacity; 1,000 teapots, fireproof china, turnip shape, ¾ pint capacity, light green outside, white glaze inside; 1,000 teapots, fireproof china, turnip shape, 1½ pint capacity, light green outside, white glaze inside; 1,000 flower vases, light green color, porcelain, conical shape, one pint capacity;

1,000 water jugs, stainless steel, conical shape, 10 pint capacity, weight not less than 750 grms., thickness 1/24"; 1,000 water jugs, stainless steel, oval shape, five pint capacity, weight not less than 325 grms., thickness 1/24"; 1,000 wash basins, outside diameter with rim 15", inner diameter 13", 4" deep, weight not less than 1670 grms., thickness 1/21";

2,000 tea cups with source porcelain, 200 cc capacity, light green color outside, white color inside; 1,000 coffee cups, 60 cc capacity, porcelain with source, light green color outside, while color inside; and 1,000 pails, conical shape, white enamelled iron, with cover, 11 x 11", weight not less than 1010 grms., thickness 1/28".

Price quotations should be stated in Iraqi currency (1 ID equals US$2.80) and submissions should be accompanied by a cash deposit or a bank guarantee issued by a licensed bank in Iraq for a sum amounting to 7% for the first 1,000 dinars and 5% for the remainder of the total value. Samples of articles offered are required.

Terms and specifications are available for loan to firms located in the U.S. from: Consumer Durables Division, BDSA-307, Rm. 4414 Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4387.

India extends deadline on billet casting plant bids

The Deputy Secretary to Government, Department of Industries, Labor and Co-Operation, Government of Madras, has extended the bid deadline for a billet casting plant from Aug. 15 to Sept. 15. INTERNATIONAL COMMERCE, Aug. 3, p. 28 (under SIC No. 356).

Another market opens for petroleum exports

The Yemen Petroleum Co. of Yemen, which has a monopoly on the importation of petroleum products, would like to have the names of U.S. oil companies which are interested in selling their products in the Yemeni market.

Write the American Embassy at Taiz. They will be glad to forward names and data to the Yemen Petroleum Company.

Inquiries addressed to the company itself should be addressed to the company's head office in Hodeida, Yemen Arab Republic.

Pakistan in market for mining equipment; wants bids by September 14

The General Managaer (Purchase), West Pakistan Industrial Development Corp., PIDC House, Kutchery Rd., Karachi, has issued the following tenders with a bid deadline of Sept. 14:

Tender No. PD-C/2835, one unit, Diesel Generator set, 300 k.w., 400 volts, a.c., 3 phase, 50 cycle with spare parts for two years;

Tender No. PD-C/2834, 2 units, electric driven belt conveyor suitable for 400 volt, a.c., 50 cycle, 3 phase power supply, 2 feet wide, 100 feet long with speed of 0.5 meters per second;

Tender No. PD-C/2822, 2 units, self contained breathing apparatus sets which will operate for 2 hours, to be used for rescue operations;

Tender No. PD-C/2819, 500 (each) self service electric safety cap lamps with accessories, charging stands and spare parts for 3 years. The lamp should contain 3 cells alklin nickle cadium battery capacity 14 A with plastic case, magnetic lock cable head piece and 2 filament bulbs 3.75 volts.

Copies of the tender notices are available on loan to firms located in the U.S. from the Power and Electrical Equipment Division, BDSA-325, Rm. 4124, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Consulting firm announces tenders for Malaysian TV switching network

The consulting firm of Preece, Cardew and Rider has announced the availability of tender documents for the supply and supervision of installation of a television coaxial cable network for the Telecommunications Division, Kuala Lumpur, Malaysia. The switching center will handle approximately 22 coaxial cables coming from 5 different sectors, the runs varying in length from 685 to 7,700 yards. Full flexibility by means of manual patching is required at the center.

The bid deadline is Oct. 19.

Tender documents may be obtained from the consulting engineers, Preece, Cardew & Rider 8, 10, and 12 Queen Anne's Gate, London, S.W.1, England, upon payment of £10 (£1 equals US$2.80).

Copies of the brief project description are available on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Bid deadline extended

The Iranian State Railways, Tehran, Iran have extended the bid deadline for the supply of 50 tons of 2 mm. x 25 mm. mild steel strip from Sept. 5 to Nov. 11. (INTERNATIONAL COMMERCE, Aug. 10, p. 26, under SIC No. 331).

Industrial development in Pakistan seeks steel rails, air pipe, fittings, valves

The West Pakistan Industrial Development Corp., a semi-government agency, is inviting bids on 20,000 ft. of 30 lb. per yard steel rails in lengths of 15 ft. with fittings, and 40 rail switches. Also required are a miscellaneous supply of fabricated compressed air pipe, fittings and valves which are anti-corrosive and have a working pressure of 100 lb. per square inch.

The tender No. is PD-D/2825 & 2832 and the bid deadline Sept. 14. Bids should be submitted to: West Pakistan Industrial Development Corp., P.I.D.C. House, Kutchery Rd., Karachi 4.

A copy of the tender is available to firms located in the U.S. from the Iron and Steel Division, BDSA-315, Rm. 4222, Dept. of Commerce, Washington, D.C. 20230. Telephone: 202: WO72363.

Burma wants drug bids

The Burma Pharmaceutical Industry, P. O. Box 416, Rangoon, has issued a Tender (Purchasing/64/443/Quotation) with a deadline of October 22, for substantial quantities of tolbutamide, sulfamerazine, sulfadiazine, chloroquine phosphate, chloroquine sulfate, ferrous fumarate, sulfamethoxypyridazine, coated ascorbic acid, and propylene glycol.

A copy of the tender is available on a short-term loan basis to firms domiciled in the U.S. from the Chemicals and Allied Products Division, BDSA-301, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3394.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts. Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2751.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Vegetable Farms

HONG KONG—Fresh oranges, apples, pears, grapes, honeydew. Direct purchase and exclusive distributor. Pioneer Trade Development Co., Ltd. (importer, exporter), 901 Fung House, Hong Kong. WTD 8/10/64.

019 Commercial Farms

SWITZERLAND—Gladiolus; cut flowers; from Florida and California. F. Ehrmann-Balboni (importer, distributor), Thiersteinerallee 13, 4000 Basel. WTD 8/11/64.

203 Canning, Preserving Foods

IRAQ—Canned vegetables, fruits, jams, jellies. Direct purchase and agency. Iraq Trading Enterprise, W.L.L. (importer, wholesaler, retailer), P.O. Box 214, 19/112 Bab al-Agha, Baghdad. WTD 8/6/63.

PHILIPPINES—Canned goods: sardines, corned beef, squid, evaporated and condensed milk. Welison Ty & Co. (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

209 Food Preparation

HONG KONG—Refined soyabean oil in drums or by bulk tanker. Requires 5,000 long tons a year Wellwin Trading Co., 124 Bonham Strand East, P.O. Box 14186, Hong Kong. WTD 12/28/62.

220 Textile Mill Products

AUSTRIA—Dacron-blended cotton materials

Let the embassy help

To insure the strongest possible support for the sale of U.S. goods or services relating to trade opportunities published in these pages, it is suggested that:

U.S. firms submitting bids on government tenders, or other trade opportunities, notify the U.S. Commercial Attaché in the country concerned of their intention to bid.

Names and addresses of all U.S. commercial officers may be obtained at any Department of Commerce Field Office.

for rainwear. Nobi Textilhandel- und Manipulation. Simon Neumann (manufacturer), Esslinggasse 13, Vienna I. WTD 11/4/63.

ENGLAND—Fashion fabrics of manmade fibers and cotton. Kahn Textiles Ltd. (manufacturer, exporter, importer), Canberra House, 315 Regent St., London, W.1. WTD 4/13/64.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Materials for manufacturing ladies' clothing and rainwear. Aresco Manufacturing Co. (importer, wholesaler, manufacturer), 68-70 Faraday St., Carlton, N.3. Victoria. WTD 7/30/64.

Textile piece goods for manufacturing men's and boy's outerwear and casualwear. Stafford-Ellinson Pty. Ltd. (importer, manufacturer), 723 Swanston St., Carlton, Victoria. WTD 8/7/64.

Dress materials, all kinds. K. M. Textiles (importer, wholesaler), 308 Flinders Lane, Melbourne, Victoria. WTD 7/30/64.

Fabric suitable for women's outerwear. Sydmel Fabrics Pty. Ltd. (importer, wholesaler), 308 Flinders Lane, Melbourne, Victoria. WTD 6/30/64.

● **BURMA**—Cotton poplin, 36″ wide, 263,000 yd., (light blue 33,000 yd., green 212.000 yd., pink 9,000 yd., white 9,000 yd.). Flannelette, raised on one side, 36″ wide, 225.000 yd., (light blue 11,000 yd., light green 58.000 yd., white 150.000 yd., pink 6,000 yd.). Flannelette, raised on one side, 48″ wide, 11.000 yd. (blue 10,000 yd., green 1,000 yd.). Plain cotton fabric, 36″ wide, 3 oz. per sq. yd. 7.000 yd. Dosootie, (plain cotton cloth) 36″ wide, 5½-7 oz. per sq. yd., 105,000 yd., (white 35,000 yd., green 70.000 yd.). Cotton sheeting, 80″ wide, 4.8 oz., 55,000 yd. Mosquito netting, leno weave, 44″ wide, 1.8 oz., 114,000 yd. Cotton Duck, 22″ or as ordered, 10 oz., olive green, 46,000 yd. Tender No. 3/P/2502/64, bid deadline Sept. 30. The Secretary (1), People's Stores Corp., Textile Division, c/o Foreign Office, Prome Rd., Rangoon.★ Telephone: 202-WO 7-5469.

ITALY—Terry cloth towels; cotton sheetings (fine quality). Federico Sogaro (wholesaler), Corso Buenos Ayres 19, Milan. WTD 3/24/64.

UAR—Elastic fabric (lastex) for bathing suits. United Trading & Agency Corp. (manufacturer), 45 Champollion St., Cairo.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRALIA—Materials for manufacture of ladies' clothing and rainwear. Aresco Manufacturing Co. (importer, wholesaler, manufacturer), 68-70 Faraday St., Carlton, N.3., Victoria. WTD 7/30/64.

Textile piece goods for manufacturing men's and boy's outerwear and casualwear. Stafford-Ellinson Pty. Ltd. (importer, manufacturer), 723 Swanston St., Carlton, Victoria. WTD 8/7/64.

Dress materials, all kinds. K.M. Textiles (importer, wholesaler), 308 Flinders Lane, Melbourne, Victoria. WTD 7/30/64.

Fabric suitable for women's outerwear. Sydmel Fabrics Pty. Ltd (importer, wholesaler), 308 Flinders Lane, Melbourne, Victoria. WTD 6/30/64.

227 Floor Covering Mills, Products

AUSTRALIA—Woven and tufted carpets and rugs; direct purchase and agency. Greig Bros. Pty. Ltd. (importer), 145-9 Flinders Lane, Melbourne, Victoria. WTD 8/7/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

230 Apparel

IRAQ—First quality men's and ladies' clothing; requests replies from manufacturers only. Direct purchase and agency. Noel Namo (importer, wholesaler, sales agent), Hashimi Bldg., Mustansir St., Baghdad. WTD 3/5/63.

NIGERIA—Men's and women's apparel, of generally inexpensive quality, suitable for tropics; haberdashery, footwear. Direct purchase and agency. Collins Mba, Sons & Brothers Ltd. (importer, retailer), 46 Aggrey Rd., P.O. Box 165, Port Harcourt, Eastern Nigeria. WTD 8/12/64.

SOUTH AFRICA—All types of outerwear for children, maids, teenage and junior misses in wool, wool mixture, cotton, spun rayons, foam backs and other man made fabrics. Patti (Pty) Ltd. (manufacturer), 28 Chiappini St., Cape Town. WTD 8/3/64.

239 Fabricated Textile Products

HONG KONG—Wide range of drapery and upholstery fabrics. Yearly requirement—approx. 30,000 to 50,000 yd.; requests replies from manufacturers only. Kayamally Ltd. (importer, exporter), China Bldg., 29A Queen's Rd. Central, Hong Kong. WTD 6/22/64.

ITALY—Pillowcases, fine quality. Federico Sogaro (agent), Corso Buenos Ayres 19, Milan. WTD 3/24/64.

241 Logging Camps, Logging Contractors

● **IRAQ**—10,000 3-piece wooden poles, (portable) size 16″x¾″ each with tootiveh tube and cap. Tender No. ORD/55/1964, bid deadline Sept. 30. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3365).

10,000 3-piece wooden poles (portable) size 16″ x ¾″ each with tootiveh tube and cap. Tender No. IE/72, bid deadline Sept. 15. Government Purchasing Board, Salim Habib Bldg., Rashid St., South Gate, Baghdad.★ (Telephone: 202-WO 7-3365).

249 Wood Products

AUSTRALIA—Pressure vessels used in preservation of timber; similar to Hiron & Celcure. United Chemicals Pty. Ltd., (manufacturer, wholesaler), 91-97 Montague Rd., South Brisbane, Queensland. WTD 3/4/64.

265 Paperboard Containers, Boxes

HONG KONG—Corrugated (medium) paper; requests replies from manufacturers only. Pioneer Trade Development Co., Ltd. (importer, exporter), 901 Fung House, Hong Kong. WTD 8/10/64.

266 Building Paper, Board Mills

AUSTRALIA—Acoustical tiling systems including in-fills and suspension, direct purchase and agency. Bowsers Applications Pty. Ltd. (contractor, manufacturer), National Bank Chambers 180 Queen St., Brisbane, Queensland. WTD 8/19/63.

273 Books

AUSTRALIA—Childrens books in English. Hibbins, Taylor & Co. (importer, wholesaler), 567 Collins St., Melbourne, C.1. Victoria. WTD 7/30/64.

Children's books in English for use in primary schools. C. T. Oldmeadow & Co. (importer, wholesaler), 22 Maltravers Road, East Ivanhoe, Victoria. WTD 7/30/64.

281 Industrial Chemicals

AUSTRALIA—Industrial and agricultural chemicals; direct purchase and agency. Harrisons & Crosfield (A.N.Z.) Ltd. (importer, wholesaler), 4 Bank Place, Melbourne. WTD 8/7/64.

● **BURMA**—Soap, wire drawing, or compound suitable for drawing of mild steel wire, 2½ tons. Tender No. Q/7/21, bid deadline Sept. 28. The General Manager, Steel Mill, Ywama, Insein.★ (Telephone: 202-WO 7-2090).

ENGLAND—Industrial chemicals for paper, plastics, paint and rubber industries: stabilizers, plasticisers, pigments, color, dies, excelerators, resins, extenders, secondary plasticisers. Croxton & Garry Ltd. (manufacturer, exporter, importer), 27 St. James' Rd., Kingston-upon-Thames, Surrey. WTD 7/28/64.

GERMANY—1.8 naphthalene diamine, technically pure, in drums. Offers should be submitted on a cif Hamburg price basis. Possehl Chemi und Isoliersteffe GmbH. (importer, wholesaler), Steinhoeft 11, Hamburg 11. WTD 6/24/64.

Synthetic raw materials and chemicals for paint and lacquer industries. Julius Grossmann GmbH. (importer, wholesaler), Deichstrasse 48-50, Hamburg 11. WTD 8/11/64.

● **IRAN**—Activated carbon, 50 metric tons. Bid deadline Oct. 12. Iranian Factories Corp., Seyed-Ali Crossroad, Kashef Ave., Tehran.★ (Telehone: 202-WO 7-2090).

● **IRAQ**—Supplies for canning industry including pectin, acetic acid, citric acid, bleaching powder, caustic soda, in various quantities. Bid deadline not indicated. Quotations desired by: Government Purchasing Board, Salim Habib Bldg., Rashid St., South Gate, Baghdad.★ (Telephone: 202-WO 7-2090).

● Materials for dry cell battery production, including boiled flax thread, talc, active wood charcoal dust, potato starch, gum-acidic maize starch, rubrax, rivet nails; in various quantities. Tender No. 64/Prod/4/8, bid deadline Oct. 14. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2090).

● Sulfamic acid (HSO_3NH_2), 38,000 lb., and O'Bhibit inhibitor, 1,500 lb., to supply the Daura Refinery. Tender No. 36/64, bid deadline Sept. 19. Warehouse & Purchasing Dept., Government Oil Refineries Administration (GORA), Baghdad. Tenders to be submitted to: Head of Tenders Committee (GORA), Baghdad.★ (Telephone 202-WO 7-3468).

JAPAN—Rust-inhibiting, non-inflammable, non-toxic cleaners for washing iron and rubber rollers and combination plates for printing equipment; general supplies and materials for printing trade, particularly for newspaper companies. Direct purchase and agency. Nippon News Ink Co., Ltd. (manufacturer), 6 Shiba Takahama-cho, Minato-ku, Tokyo. WTD 5/21/64.

● **TURKEY**—Trisodium phosphate, white, calcined (40% P_2O_5), 50 m. tons. Tender No. 26651, bid deadline Sept. 11. General Directorate of Cellulose & Paper Works of Turkey, Izmit.★ (Telephone: 202-WO 7-2008).

282 Synthetic Materials

HONG KONG—Polyethylene resin; requests replies from manufacturers only. Pioneer Trade Development Co., Ltd. (importer, exporter), 901 Fung House, Hong Kong. WTD 8/10/64.

283 Drugs

AUSTRALIA—Bacterial cultures for manufacture of cottage cheese and yoghourt. Keren Dairy Products Pty. Ltd. (manufacturer, wholesaler), 720 Heidelberg Rd., Alphington, Victoria. WTD 7/30/64.

IRAQ—Pharmaceuticals, particularly antibiotics; requests replies from manufacturers only. Direct purchase and agency. Al-Jamhooriyah Drug Store (importer, wholesaler), 5A/38 Mustansir St., Baghdad. WTD 1/13/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

AUSTRALIA—Polishes, waxes, dressings, finishes for shoes and other leather products; direct purchase and agency. Waproo Pty. Ltd. (importer, wholesaler, manufacturer), 714 High St., East Kew, E.5., Victoria. WTD 7/30/64.

287 Agricultural Chemicals

● **GREECE**—Sulfur, bright yellow, pulverized and entirely ground, 99.5% pure, 15,000 metric tons (13,500 tons, fineness to pass 93-95% through American 325 mesh screen and 1,500 tons, fineness to pass by 98-100% through American 325 mesh screen), quantities for various ports. Tender No. 1845, bid deadline Oct. 3. Agricultural Bank of Greece, Supply Service—Supply Section, 12-14 Karageorgi, Servias St., Athens 125.★ (Telephone 202-WO 7-3468).

● Copper sulfate, 7,000 metric tons. Tender No. 1844, bid deadline October 6. Agricultural Bank of Greece, Supplies Service, 12-14 Karageorgi Servias St., Athens.★ (Telephone 202-WO 7-3910).

289 Chemical Products

AUSTRALIA—Chemical salts for preservation of timber. United Chemicals Pty. Ltd. (manufacturer, wholesaler), 91-97 Montague Rd., South Brisbane, Queensland. WTD 3/4/64.

BRAZIL—Chemical reagents for research laboratories, industrial, medical, biological; culture media for microbiology; related chemicals. Casa Americana de Artigos para Laboratórios Ltda. (importer, wholesaler, retailer), Caixa Postal 6150, São Paulo. WTD 8/12/64.

299 Products of Petroleum, Coal

AUSTRALIA—Specialty industrial lubricants, cutting fluids. United Chemicals Pty. Ltd. (manufacturer, wholesaler), 91-97 Montague Rd., South Brisbane, Queensland. WTD 3/4/64.

301 Tires, Inner Tubes

IRAQ—Pneumatic, passenger car and truck tires and inner tubes; requests replies from manufacturers. Direct purchase and agency. Jalil Al-Janabi (importer, exporter, contractor), Dafterdar Bldg. (6th Floor), Mustansir St., Baghdad. WTD 10/18/63.

306 Fabricated Rubber Products

BRAZIL—Culture cups, acid bottles, research laboratory chinaware, glassware. Casa Americana de Artigos para Laboratórios Ltda. (importer, wholesaler, retailer), Caixa Postal 6150, São Paulo. WTD 8/12/64.

307 Plastic Products

GERMANY—Plastic bristles for car washing machines. Kleindienst & Co. (manufacturer), Augsburg, Argonstr. 8. WTD 8/7/64.

311 Leather Tanning, Finishing

HONG KONG—Suede leather used for garment manufacture. (Quantity required depends on price and quality—approx. US$1,500 on first trial order.); requests replies from manufacturers only. Jardine, Matheson & Co., Ltd. (importer, exporter), Jardine House, 22 Pedder St., P.O. Box 70, Hong Kong. WTD 8/29/63.

322 Glass, Glassware

BRAZIL—Glassware and chinaware for research laboratory. Casa Americana de Artigos par Laboratórios Ltda., Caixa Postal 6150, São Paulo. WTD 8/12/64.

327 Concrete, Gypsum, Plaster Products

GERMANY—Prefabricated building materials of all kinds particularly gypsum products; requests replies from U.S. manufacturers only with price quotations cif German ports or Rotterdam. Direct purchase or agency. Richard Liebrecht (agent, distributor, importer), 11 Caecilienstrasse, 4046 Buettgen. WTD 7/28/64.

330 Primary Metal Industries

GERMANY—Stainless steel and aluminum ingots, semi-finished aluminum shapes and forms. Horst Schoenwaelder (importer), Juergenweg 5, Hannover-Herrenhausen. WTD 8/14/64.

331 Steel Mill Products

BRAZIL—Stainless steel in all forms and shapes; special steel for making tools. Direct purchase and agency. Norzar S.A. Importação e Exportação (importer, wholesaler), Praça Manuel da Nóbrega 21, 9° andar, São Paulo. WTD 8/11/64.

● **CEYLON**—Galv. steel corrugated sheets, 24 ga. x 26″, 2500 pc. 6′, 3000 pc. 7′, 6000 pc. 8′ and 2000 pc. 9′; 22 ga. x 26″, 500 pc. 6′, 1000 pc. 7′ and 500 pc. 8′. Bid deadline Oct. 13. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo, Ceylon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—Galv. steel wire rope for signalling purposes, 42 tons, ¾″ circumference to I.R.S. Spec. No. S-3-61 and 2 tons double wire signalling rope to I.R.S. Spec. No. S-11-62. Tender No. P/SR3/482/4A/IIIB, bid deadline Sept. 22. Source, Global. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from: India Supply Mission (Ref. D/ENQ/1237), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee (not refundable) $1.75 each.

● Galv. steel wire rope as follows: 6 x 19 for D.W. signalling, 7575 kgs. to I.R.S. Spec. S-11/62; ¾″ circumference, 9650 kgs. to I.R.S. Spec. S-3; galv. steel wire strand 7 wires each 17 SWG, 8382 kgs. to I.R.S. Spec. S-2/62 Grade III; galv. steel wire rope, 7 strands of 7 wires each 22 SWG, 8636 kgs. to I.R.S. Spec. S-3/61. Tender No. P/SR3/70019-R/70107-P/71002-R/III B, bid deadline Sept. 23. Director General of Supplies & Disposals, National Insurance Bldg., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1244), 2536 Mass. Ave., NW., Wash. D.C. 20008. Tender fee (not refundable), $2.10 each.

● Alloy steel bars, Spec. SAE4340, 755 meters in random lengths of 5-7 meters, diameter range, 2″ to 10″, and 6 meters, 11″ diameter. Tender No. 753/Beas/PR/4860/W Global, bid deadline Nov. 17. Chief Purchase Officer, Beas Purchase Organization, P.O., Talwara Township, Dist. Hosiarpur. Tender documents available, free of charge, from: India Supply Mission (Ref. No. D/Eng./1234), Washington, D.C. 20008.

● **IRAQ**—Barbed wire: 7000 coils military type and 8000 coils concertina denart barbed wire. Tender No. IE/71, bid deadline Sept. 15. Government Purchasing Board, Salim Habib Bldg., Rashid St., South Gate, Baghdad.★ (Telephone: 202-WO 7-2363).

● **KOREA**—Rails & plates: Rail, 7200 metric tons of 100 lb. per yd. and 370 m.t. of 75 lb. per yd. Plates, 40 m.t. 16 mm. thk., 50 m.t. 19 mm. thk. and 90 m.t. thk. Width and length, 1500 mm x 3000 mm. Tender No. KFX-4085-N, bid deadline Sept. 16. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—Rails and track accessories: rail, 13,000 tons for 91 lb.; joint bars, 35,000 pc. for 91 lb., 5000 pc. for 85 lb., and 15,000 pc. for 55 lb.; bolts, 60,000 for 91 lb., and 50,000 for 72 lb.; tie plates, 400,000 for 91 lb. and 100,000 for 72 lb.; screwspikes, 750,000—7″ and 1,000,000—5¾″; railclips, 1,500,000; spring clips, 1,000,000; screwspike spring washers, 1,500,000. Bid deadline 4 p.m., Sept. 16. New Zealand Government Railways, Comptroller of Stores' Office, Private Bag, Wellington, C.1. Tender Documents may be obtained from the New Zealand Government Senior Trade Commissioner & Commercial Counsellor, 1145—19th St., NW., Washington, D.C. 20006.

Stainless steel, 19 gauge (U.S.) coil material in Type 302 and 304 with either a Bright Annealed or a 2B Finish. The Fletcher Steel & Engineering Companies Ltd., Nelson St., Auckland, C.1. Attn: Mr. N. Collins. WTD 12/3/63.

● **THAILAND**—3550 steel tires for locomotives and rolling stock. Tender No. 07351, bid deadline Sept. 29. State Railway of Thailand, Yod-se, Bangkok.★ (Telephone: 202-WO 7-2363).

332 Iron, Steel Foundries

PHILIPPINES—Galvanized iron water pipes, ½″-3″ sizes. Welison Ty & Co. (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

333 Primary Smelting, Refining of Nonferrous Metals

● **INDIA**—Tin ingot, 152 metric tons, Sn. 99.75%, conforming to ISS No. 26/56. Tender No. SR5/60042/R/1072/22A/1, bid deadline Sept. 29. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available without charge from India Supply Mission (Ref. D/ENQ/1236), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **SUDAN**—Supply of 10,000 yd. of underground telephone cable, paper core unit, twin type. Contract No. 189, bid deadline Sept. 30. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-2162).

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Padlocks (12,000 doz. total); 4,000 dozen brass padlocks of 4 and 6 lever action, 2 and 3 inch size with bar over keyhole, two keys to each lock, keys to differ, 144; 8,000 dozen galvanized iron padlocks, same lever, size, etc., as brass. Bids not accepted through Rangoon agents. Tender No. 64/05/63-64 (P), bid deadline Sept. 28. People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-3601).

GERMANY—Door locks with knobs instead of door handles; requests replies from U.S. manufacturers only with price quotations cif German ports or Rotterdam. Direct purchase or agency. Richard Liebrecht (agent, distributor, importer), 11 Caecilienstrasse, 4046 Buettgen. WTD 7/28/64.

SPAIN—Hand tools such as hammers, handsaws, pliers; hardware such as locks, bolts, shelf brackets; all for do-it-yourself trade. Direct purchase and exclusive agency. Manuel Herrero Ayuso (importer, agent), Avenida Islas Filipinas 30, Madrid (3). WTD 7/27/64.

349 Fabricated Metal Products

FRANCE—Universal check valves, solenoid actuated; 50,000 annually. Direct purchase and agency for France. Savoy-Machines "Samac" (wholesaler, agent), Cluses, Haute Savoie. WTD 8/18/64.

351 Engines, Turbines

PHILIPPINES—Air-cooled gasoline or diesel engines, 2-15 hp. Welison Ty & Co. (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

3 hp.-18 hp. engines, 4 cycle, air cooled gasoline. Direct purchase and agency. Welison Ty & Co. (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

352 Farm Machinery

AUSTRALIA—U.S. manufactured farm machinery; specifically wheat, maize, corn and peanuts. Machinery should be for coastal farming. Must be machinery not at present distributed in Australia. A.S.A. Farm Machinery Pty. Ltd., 177-187 Montague Rd., South Brisbane, Queensland. WTD 6/26/63.

353 Construction Machinery

AUSTRALIA—Road building machinery for cheaper and faster construction of roads; all weather, farm and logging roads, not highways. A.S.A. Farm Machinery Pty. Ltd., 177-187 Montague Road, South Brisbane, Queensland. WTD 6/26/63.

Machinery and related equipment for use in drilling for oil and in oil fields; direct purchase and agency. Mindrill Ltd. (importer, distributor, manufacturer), 64-74 Bell St., Preston, N.18, Victoria. WTD 5/28/64.

NETHERLANDS—All types of hoists (hand power, electric, air, hydraulic), suitable for building contractors, farms, garages, light industrial use. Direct purchase and agency. Indisch-Afrikaansche Compagnie N.V. (importing distributor, agent), 693 Keizersgracht, Amsterdam. WTD 10/9/63.

SPAIN—Complete line of construction machinery and equipment, such as road building machinery, excavating equipment; machinery and equipment for building industry, including mixers, cranes, related items. Manuel Herrero Ayuso (importer, agent), Avenida Islas Filipinas 30, Madrid (3). WTD 7/27/64.

354 Metalworking Machinery

GHANA—Quotations on a complete razor blade factory; requests descriptive brochure. John Moukarzel & Sons, P.O. Box 592, Kumasi. WTD 8/17/64.

● **KOREA**—39 separate items of metalworking machinery and equipment including turret lathes, engine lathes, milling machines, drilling machines, salt bath furnaces, gauges and precision measuring equipment, small cutting tools. Tender No. KFX-4081S, bid deadline Sept. 24. Office of Supply, Government of the Republic of Korea, Seoul, Korea.★ (Telephone: 202-WO 7-5652).

MOROCCO—Machines for manufacture of standard office type paper clips, staples, thumb tacks; requests replies in French; quotations cif Casablanca. La Marocaine d'Editions Pedagogiques (importer,) 1 Rue Edmond Rostand, Casablanca. WTD 7/30/63.

NETHERLANDS—Automotive maintenance equipment, especially greasing and oiling equipment, aligning equipment and special purpose tools. Direct purchase and agency. Indisch-Afrikaansche Compagnie N.V., (importing distributor), 693 Keizersgracht, Amsterdam. WTD 10/9/63.

SPAIN—Complete line of industrial tools, preferably advanced designs and novelties in this field. Also automotive maintenance equipment, especially novelties. Interested in exclusive agency and direct purchase. Manuel Herrero Ayuso (importer, agent), Avenida Islas Filipinas 30, Madrid (3). WTD 7/27/64.

355 Special Industry Machinery

AUSTRALIA—Industrial machinery; all kinds; direct purchase and agency. Harrisons & Crosfield (A.N.Z.) Ltd. (importer, wholesaler, manufacturers' representative), 4 Bank Place, Melbourne. WTD 8/7/64.

Machine for forming, filling, and sealing plastic bags with 16 oz. of corn flakes at the rate of 30 bags a minute, bags, when filled and sealed, will be about 14 inches high; matching weigher is also required; direct purchase and agency. J. B. Gregorson & Co. (importer, exporter), 291-297 Elizabeth St., Sydney. WTD 8/7/64.

IRAQ—Component parts for air coolers. Hilal Industrial Co. (manufacturer), W.L.L., Mirjan Bldg., South Gate, Baghdad. WTD 7/1/63.

ISRAEL—Complete range of advanced and newly developed woodworking machines. Importer, distributor, agent seeks first class connections with manufacturers only and invites prompt offers including catalogs, price lists and delivery terms. Direct purchase and sole agency. L. Edelsburg & Sons Ltd., 57 Herzl St., P.O. Box 5170 and 5050, Tel Aviv. WTD 8/8/64.

MEXICO—Used cotton compressor capable of reducing flat bales at the rate of 1.000 bales per eight hours. Compresora Regional de Tampico, S.A., Edificio Plaza, Tampico, Tamaulipas. WTD 8/1/64.

MOROCCO—Turn-key installation for bleaching, printing and finishing, especially cotton but also synthetic and artificial fiber textiles. Plant should be of advanced conception design and maximum automation with an output capacity of 20.000 meters per 8 hours, maximum width of roller to be 1.60 meters, weight of finished fabric not to exceed 120/130 grams per square meter. Complete set-up of the plant with service engineers and operating personnel training. Quotations Casablanca. Request replies in French. Moulins Modernes (manufacturer), Attn: Mr. Albert Bouenos, 87 Rue des Quinconces, Casablanca. WTD 8/11/64.

70 looms, 160 cm. wide (about 5 and ¼ feet); 70 looms, 210 cm. wide (about 6 feet); requests replies in Spanish or Arabic. Compania Industrial Textil del Rif, S.A. (manufacturer), 29 Esperanza Orellana, Tanger. WTD 8/14/64.

Miscellaneous textile machinery including bobbins (31,000), conical wooden tubes (10,500), knotting machines, sizer with cleaning apparatus, cloth trimmer, cloth cleaner, spool cleaner, boiler with accessories, shuttles (1,450), ironing and measuring tables; requests replies in Spanish or Arabic. Compania Industrial Textil del Rif, S.A. (manufacturer), 29 Esperanza, Tanger. WTD 8/14/64.

PAKISTAN—Smallest possible power titurate machine for production of hypodermic tablets. Fazil Din & Sons, 53 The Mall, Lahore. WTD 4/9/64.

SOUTH AFRICA—Machines to pack commodities such as jam and condiments into plastic containers small enough to serve as single helpings in catering trade (containers similar to those used by airlines when serving meals in flight). Autotours Ltd. (travel agent), Old Arcade Bldg., Market St., Johannesburg. WTD 8/12/64.

SPAIN—Fruit and vegetable packaging machinery, especially advanced designs and novelties. Interested in exclusive agency and direct purchase. Manuel Herrero Ayuso (importer, agent), Avenida Islas Filipinas 30, Madrid (3) WTD 7/27/64.

356 General Industrial Machinery

AUSTRALIA—Company requires steel press suitable for crushing wrecked car and truck bodies. Soltoggio Bros. (contractors, wreckers), P.O. Box 15, Palmyra, Western Australia. WTD 8/7/64.

GERMANY—Heavy oil burner for brick works. Wieland OHG (dealer), Nuernberg, Meisterleinsplatz 18. WTD 8/6/64.

● **IRAQ**—Deep well piston pumps, 155. Tender No. 1, bid deadline Nov. 17. Terms and specifications may be obtained from Directorate General of Rural Affairs, Ministry of Municipal & Rural Affairs, Baghdad, Iraq, against payment of ID 15 ($42.) per copy plus air mailing charges from Baghdad to the U.S.★ (Telephone: 202-WO 7-5589).

PHILIPPINES—Ball, roller and pillow block bearings. Welison Ty & Co. (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

● **TURKEY**—Seven sets each, fresh water pumps, fresh water circulating pumps, fuel-oil transfer pumps, sea water and bilge pumps, horizontal-centrifugal self-priming type, 220/380 volt, A.C., 3 phase, 50 cycle. Tender No. 3001-576, bid deadline Sept. 13. Materials Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

358 Service Industry Machines

AUSTRALIA—Coin machine mechanisms and parts for installation in coin operated machines, requests replies from manufacturers only. D. P. R. Products Pty. Ltd., Standish Rd., Rocklea East, Brisbane, Queensland. WTD 9/30/63.

● **BURMA**—70 electric water coolers. Tender No. 153/MACH: (63-64); bid deadline Sept. 30. The Secretary, People's Stores Corporation, c/o Foreign Office, Prome Road, Rangoon.★ (Telephone: 202-WO 7-4379).

ENGLAND—Water-chilling machinery, self-contained; ice-cream freezers; packaged air-

conditioning units. Agency and direct purchase. Masscold Ltd. (manufacturer, importer, sales agent, retailer), 21 Pryme St., Hull, Yorkshire. WTD 7/29/64.

Air-conditioning plant, packaged or remotely installed; commercial refrigeration plant including units, display cases and low temperature storage cabinets. Refrigerator Equipment Co. (London) Ltd. (sales agent), 81 Hoe St., Walthamstow, London, E.17. WTD 8/7/64.

Commercial display refrigeration: frozen food display cabinets; freezer cabinets; cold-room cabinets; condensing units and cooling coils. Frostaire Refrigeration Co. Ltd. (manufacturer, importer, wholesaler, sales agent, retailer), Refrigeration House, 115 Alexandra Park Rd., London, N.10. WTD 8/6/64.

Industrial and commercial air-conditioning equipment, i.e. room-type air conditioners. Industrial and commercial refrigeration equipment, i.e. cold storage plant, refrigerators, freezers. Agency and direct purchase. Kenyon Refrigeration & Air Conditioning Engineers (manufacturer, wholesaler, sales agent, retailer), 49/50/51 King Edward Rd., Swansea, Glamorganshire, S. Wales. WTD 8/7/64.

Freezer and low temperature cabinets; refrigeration accessories such as coils, coolers. Agency, and direct purchase. Craig-Nicol Ltd. (manufacturer, exporter), Rosyth Rd., Polmadie, Glasgow, C.5. Scotland. WTD 8/6/64.

★ **IRAQ**—Supply of 50 air conditioners, not less than 60,000 BTU capacity, 220/380 v., 3 phase 50 cycle A.C. Tender No. 48/64, bid deadline Oct. 11. Terms and specifications may be obtained from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, against payment of ID 2 ($5.60) per copy, plus $.70 to cover air mailing charges from Baghdad to the U.S.★ (Telephone: 202-WO 7-5589).

MOROCCO—Portable, industrial vacuum cleaner for textile mill; requests replies in Spanish or Arabic. Compania Industrial Textil del Rif, S.A. (manufacturer), 29 Esperanza, Tangier. WTD 8/14/64.

Air conditioning system. Compania Industrial Textil del Rif, S.A. (manufacturer), 29 Esperanza, Tangier. WTD 8/14/64.

SPAIN—Commercial laundry equipment, especially fully-automatic equipment. Also coin-operated machines and other related products. Interested in exclusive agency and direct purchase. Manuel Herrero Ayuso, Avenida Islas Filipinas 30, Madrid (3). WTD 7/27/64.

Vending machines; requests replies in Spanish. Tabacalera, S.A., Barquillo 5, Madrid. WTD 12/4/63.

360 Electrical Machinery, Equipment, Supplies

GERMANY—Electrical equipment such as electric motors, switchgear, relays, speed-reducers, control and measuring devices; preferably from manufacturers. Direct purchase and agency. Fritz Wiedemann (sales agent, engineer), 8 Muenchen 15, Landwehrstr. 21-23. WTD 8/6/64.

362 Electrical Industrial Apparatus

AUSTRALIA—Small synchronous motors for industrial timing devices; requests replies from manufacturers only. D. P. R. Products Pty. Ltd. (importer, wholesaler, manufacturer), Standish Rd., Rocklea East, Brisbane, Queensland. WTD 9/30/63.

● **INDIA**—Supply and erection of approx. 109 miles of 25 kv, single phase, 5 cycles, a.c. overhead traction equipment together with switching stations for Kharagpur-Tatanagar section of South Eastern Railway. Bid deadline Oct. 22. Tender documents may be obtained from the General Manager & Chief Engineer, Railway Electrification, 1, Acharyya Jagadish Bose Rd., Calcutta 20, upon payment of $21 per copy. Fee not refundable.

PHILIPPINES—1000 watts to 5 KVA generators; 500 watts to 2.5 KVA generating sets. Direct purchase and agency. Welison Ty & Co. (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

363 Household Appliances

IRAQ—Kerosene water heaters; requests replies from manufacturers only. Direct purchase and agency. Daoud R. Rassam (importer, retailer, contractor), P.O. Box 272, Baghdad. WTD 3/12/63.

Electrical household appliances including refrigerators, washing machines, gas ranges, evaporative air coolers. Direct purchase and agency. Dar Al-Salam Trading (importer, wholesaler, retailer), Amin Square, Rashid St., Baghdad. WTD 2/1/63.

Electrical household appliances including refrigerators, washing machines and evaporative air coolers; requests replies from manufacturers only. Direct purchase and agency. Al-Mustafa Trading Co., W.L.L. (importer, wholesaler, sales agent), P.O. Box 237, Sa'doun St., Baghdad. WTD 2/4/63.

Household refrigerators, air coolers, electric table fans; kerosene and gas cooking ranges; requests replies from manufacturers only. Direct purchase and agency. Habib M. Fahmi (importer, wholesaler, retailer), Rashid St., Baghdad. WTD 7/18/63.

364 Electric Lighting, Wiring Equipment

ENGLAND—Electrical switches, plugs, sockets and other electrical accessories for domestic household use; switch and fuse gear to protect electrical equipment and to cut off supply. Agency and direct purchase. Paterson, Simons & Co. Ltd. (manufacturer, exporter, importer, wholesaler), 26 Finsbury Square, London, E.C.2. WTD 3/18/64.

HONG KONG—Interior electrical ceiling lights; table and floor lamps; other lighting fixtures; requests replies from manufacturers only. The Dragon Seed Co., Ltd. (department store), 37-39 Queen's Rd. Central, Hong Kong. WTD 5/27/63.

PHILIPPINES—Electrical supplies such as wires, switches. Welison Ty & Co. (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

366 Communication Equipment

GERMANY—Special microphones, miniature sending and receiving units of all kinds for secret recording. Werner Stumpp (importer, wholesaler), 22 Beethovenstrasse, Bonn. WTD 8/10/64.

★ **SUDAN**—Supply of 200 central battery telephone instruments. Tender No. 186, bid deadline Sept. 22. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum, South.★ (Telephone: 202-WO 7-4823).

★ **TURKEY**—Supply of 4 18-channel telegraph carrier system, bid deadline Sept. 23; one 24-channel telegraph carrier system, bid deadline Sept. 25; 7 4-channel telegraph carrier system, bid deadline Sept. 28; 32 3-channel telephone carrier system, bid deadline Sept. 30; and 21 12-channel telephone carrier system and 25 12-channel telephone repeaters, bid deadline Oct. 2. Translated specifications may be obtained from Modern Tercume Burosu, Menekse Sokak No. 20/7, Ankara, on payment of $70.00.

367 Electric Components, Accessories

SOUTH AFRICA—Power transistors for transistorizing amplifiers. Instrulec (Pty.) Ltd. (manufacturer of scientific and industrial instruments), P.O. Box 3028, Cape Town. WTD 5/6/64.

369 Electrical Machinery, Equipment, Supplies

ENGLAND—Motor control gear, i.e. direct on line starters etc. to control motors of up to 30 h.p. Agency and direct purchase. Paterson, Simons & Co. Ltd. (manufacturer, exporter, importer, wholesaler), 26 Finsbury Square, London, E.C.2. WTD 3/18/64.

370 Transportation Equipment

GERMANY—Wide selection of spare parts for civilian and military automotive vehicles and aircraft. Direct purchase and agency. Christian Scheuchl (manufacturer, distributor), Landsberger Str. 436 am Knie, Muenchen-Pasing. WTD 8/6/64.

371 Motor Vehicles, Motor Vehicle Equipment

AUSTRALIA—Truck, tractor, bulldozer and grader spare parts, tractor winches; direct purchase and agency. Leigh, Jones & Cameron (importer, distributor), 16 Quentin Rd., Chadstone, S.E.10, Victoria. WTD 8/7/64.

NEPAL—Automobiles—Vehicle fleet for cold storage project, consisting of 3 diesel trucks, 9-ton capacity, one with airconditioned van; one jeep van; one 4-door passenger vehicle, latest model Chevrolet or Dodge. Catalogues and quotations cif Calcutta desired, from single supplier for all vehicles. Kunj Behari & Co. (cold storage), Lazimpat, Kathmandu, Nepal.

PHILIPPINES—Truck and auto spare parts. Welison Ty & Co. (importer, wholesaler), 342-344 Juan Luna St., Cebu City. WTD 4/26/63.

374 Railroad Equipment

● **SOUTHERN RHODESIA**—Liquid petroleum gas tank wagons complete with underframes, bogies, etc.; tanks only complete with fittings, canopy and insulation; and underframes and bogies only complete; as per their specifications. Tender No. TB.878, bid deadline Oct. 16. The Buyer, Office of the Chief Supplies Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo. Additional information available from the Chief Mechanical Engineer, Rhodesia Railways, P.O. Box 703, Bulawayo.

● **UAR**—1200 65-ton box cars, 80 cu. meters capacity, specification No. 1045. Bid deadline Sept. 19. The Inspector General, Mechanical & Electrical Engineering Dept., Egyptian Railways, New Building beside Shoubra Bridge, Cairo. Specifications available for review only in Transportation Equipment Division, BDSA-321, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, Laboratory, Scientific, Research Instruments

● **INDIA**—Complete laboratory vacuum evaporating plant suitable for research work and small scale production, designed for high water evaporating capacity at low boiling tem-

perature (high degree of vacuum) for concentration of heating-sensitive materials. Tender No. AEE/P/CAP/9449, bid deadline Oct. 5. Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., 3rd floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO-7-2312).

ISRAEL—All kinds of drawing instruments and supplies for graphic artists, engineers, including slide rules, special drawing and drafting equipment, measuring devices, new products; requests replies from manufacturers only with catalogs and price lists. Direct purchase and agency. E. F. Weinstein & E. Namir (importer, agent), 56 Emek Israel St., P.O. Box 4229, Tel Aviv. WTD 9/30/63.

● **UAR**—Supply of various laboratory apparatus for school use. Bid deadline Sept. 30. Ministry of Education & Instruction, Supplies Administration, Laboratory Purchases, Cairo.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Automation, electronic and fine mechanical testing and regulating devices. Direct purchase and agency. Regelungs- und Messtechnik Dipl.-Ing. Leo Schmidt KG (manufacturer, retailer), Gutenbergstr. 27, Reinbek/Hamburg. WTD 8/14/64.

● **NEW ZEALAND**—Supply of 15 radiation monitors. Tender No. 23/9/224, bid deadline Sept. 23. Director-General of Health, P.O. Box 5013, Wellington. Terms and specifications available from: New Zealand Senior Trade Commissioner, 1145-19th Street, NW., Washington, D.C. 20036.

UAR—One "Hycon Tester," an instrument for precise determination of hydrogen content in molten aluminum by the "Initial Bubble" principle; requests price quotations fob U.S. ports, catalogs from manufacturers only. The Egyptian Copper Works S.A.A. (manufacturer), Hagar el Nawatieh, Alexandria. WTD 7/25/64.

4 sets of non-contact thickness variation gage to check continuously thickness variation of aluminum foil strips during rolling process. Gage capacity required 500 to 12 microns; 4 complete sets of thickness variation gage for aluminum foil of capacity from 500 to 8 microns; requests price quotations fob U.S. ports, descriptive literature from manufacturers only. The Egyptian Copper Works S.A.A., (manufacturer), Hagar el Nawatieh, Alexandria. WTD 7/25/64.

383 Optical Instruments, Lenses

UAR—One Polarograph for chemical determination of elements; requests price quotations fob U.S. ports, descriptive literature from manufacturers only. The Egyptian Copper Works S.A.A. (manufacturer), Hagar el Nawatieh, Alexandria. WTD 7/25/64.

384 Surgical, Medical, Dental Instruments

● **BURMA**—Supply of 900 lifebuoys (approved by M.O.T.) cork, painted white and 200 kapok child life jackets. Tender No. Vehicle /8/OTE/16/64, bid deadline Sept. 30. The Secretary, People's Store Corp., Motor Vehicle and other Transport Equipment Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2939).

● **CEYLON**—Supply of 300,000 lb. of B.P.C. quality and hospital quality lint absorbent. Bid deadline Oct. 6. Director of Health Services (Supplies), No. 355 Deans Rd., Colombo 10. Copies of tender terms and specifications available from: Embassy of Ceylon, 2148 Wyoming Avenue, NW., Washington, D.C.

● **IRAQ**—Supply of 10 brompton hospital-type electro-surgical instrument tables, urological model with combined spark gap and valve oscillator. Tender No. 1E/77, bid deadline Sept. 14. Government Purchasing Board, Salim Habib Bldg., Rashid St., South Gate, Baghdad.★ (Telephone: 202-WO 7-2939).

386 Photographic Equipment

● **INDIA**—One combined photo printing and gas developing machine. Tender No. 750PR/51121/J-1052, bid deadline Oct. 6. Chief Purchase Officer, Beas Purchase Organization, P.O., Talwara Township, Dist. Hoshiarpur. Copies of specifications also available from: India Supply Mission (Ref. D/ENQ/1232), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.★ (Telephone: 202-WO 7-2911).

394 Toys, Amusement, Sporting Goods

ITALY—Fishing tackle: rods, reels, lines, accessories, high, medium and low prices. A. Fusi & Co. (distributor, wholesaler), Via Domenichini 11, Milan. WTD 3/18/64.

396 Costume Jewelry, Novelties, Buttons, Notions

JAPAN—Turkey flat or plumage; duck centre. Pitchon International Trade, Inc. (import, export co.), P.O. Box Chikusa 24, Nagoya. WTD 8/11/64.

399 Manufacturing Industries

AUSTRALIA—Sheet vinyl floor coverings; direct purchase and agency. Greig Bros. Pty. Ltd. (importer), 145-9 Flinders Lane, Melbourne, Victoria. WTD 8/7/64.

ENGLAND—Swimming pools. Particularly interested in type that stands on the ground, made of steel with plastic liner, removable and inexpensive. Grimsdale & Sons Ltd. (importer, retailer), 52/57 Mark Lane, London, E.C.3. WTD 8/6/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

India needs dynamometer for testing engines

The Chief Engineer, Madras Port Authority, Madras, India, invites bids for a dynamometer for testing engines. The bid deadline is Sept. 15.

The dynamometer should be capable of absorbing and measuring power of multicylinder engines ranging in h.p. from 30 to 350, with good accuracy. The unit should be suitable for the following operating characteristics:

Torque, 1100 lb. ft. at 1,000 r.p.m.; maximum power 350 at 2000/2,100; maximum speed 2400 r.p.m.; uni-directional rotation, horizontal working.

Copies of the terms and specifications are available from the India Supply Mission (Ref. D/ENQ/1247), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

CHILE—Sergio Herranz H., and Gonzalo Herranz M., representing "Juven's" Ltda. S.C. e I., Huerfanos 1034, Santiago, interested in **men's apparel** and requesting technical information on manufacturing men's clothes and **organization of small factory.** Sept. 7-10 via Miami for 2½ months. c/o 14301 Grant St., Dolton, Illinois. Itinerary: Miami, Washington, New York, Chicago, San Francisco, Los Angeles.

Gerardo Frohlich, representing Fundicion Rocomaco Soc. Ltda., Santiago Concha 1671, Santiago, interested in visiting **metallurgical industries manufacturing steel furniture (tubular type), structures in general** and **wooden office furniture;** also requesting technical information on above. Sept. 10 via Miami to Sept. 21 c/o Taft Hotel, Seventh Ave. & 50th St., New York, N.Y. Itinerary: Cleveland, Chicago, Washington.

ENGLAND—George Rice, representing Technifon Ltd., 138 Euston Rd., London, N.W.1., interested in following in field of **radio-phonograph components: (1)** licensing or selling U.K. company's products in U.S.; **(2)** obtaining licenses for manufacture of U.S. products in U.K.; **(3)** importing U.S. products to U.K.; **(4) purchasing modern automatic plant machinery and equipment for manufacture of radio-phonograph components.** Sept. 12 via New York for 3 weeks. c/o: Barbizon-Plaza Hotel, 106 Central Park South, New York, N.Y. (Sept. 12-17); La Salle Hotel, La Salle St. & Madison, Chicago, Ill. (Sept. 18-19); Cosmopolitan Hotel, 18th Ave. & Broadway, Denver, Colorado (Sept. 20-21); Maurice Hotel, 761 Post St., San Francisco, Calif. (Sept. 21-23); Hollywood Roosevelt Hotel, 7000 Hollywood Blvd., Hollywood, Calif. (Sept. 26-28); Jung Hotel, 1500 Canal St., New Orleans, La. (Sept. 30-Oct. 2); Allison Hotel, 6261 Collins Ave., Miami Beach 41, Florida (Oct. 3-4); Willard Hotel, 14th St. & Penna. Ave., NW., Washington, D.C. (Oct. 4-5); Lafayette Hotel, Lafayette Square, Buffalo, New York (Oct. 9); Park-Sheraton International Hotel, 56th St. & Seventh Ave., New York, N.Y. (Oct. 10-15). Itinerary: New York, Chicago, Denver, San Francisco, Los Angeles, New Orleans, Miami Beach, Washington, Buffalo.

FRANCE—Richard Bertrand-Lassailly, Director General, Etablissements Lassailly & Bichebois, 37 Bld Brune, Paris 14e, interested in **new products to be sold in drugstores,** (importation or licensing agreement). Sept. 7 via Los Angeles for 1½ months. c/o Consulates General of France: 1919 Outpost Drive, Los Angeles, Calif.; 740 Taylor, San Francisco, Calif.; 919 N. Michigan, Chicago, Ill.; 1938 First National Bldg., Detroit, Mich.; 2129 Wyoming Ave., NW., Washington, D.C. 20008; 934 Fifth Ave., New York, N.Y. Itinerary: Los Angeles, San Francisco, St. Paul, Chicago, Detroit, Washington, Norfolk, New York.

GREECE—Victor N. Contogouri, representing Interafrica Ltd., 8-B Messogeion St., Athens, industrial projects, import-export, interested in contacting wholesalers of **U.S. military surplus property** and wholesalers of second

selection **textile material** (cotton, wool and artificial). Here for 2 months. c/o Mr. Spiros Gannetatos, 1116 Ave. of the Americas, New York, N.Y. Itinerary: New York, Washington, Norfolk.

INDIA—Sir Fazal Ibrahim Rahimtoola, Director, Bharat Line Ltd., Bharat House, 104 Apollo St., Fort, Bombay, 1, interested in: **purchasing merchant cargo ships; collaboration to manufacture yeast; establishing joint venture in India for deep sea fishing,** and **processing and canning of fish;** also requesting technical information on above. Sept. via New York for 6 weeks. c/o Embassy of India, 2107 Massachusetts Ave., NW., Washington, D.C. 20008. Itinerary: New York; Washington; Boston; California State.

ISRAEL—Ronald L. Dias, representing Aptco Sales Ltd., 828/9 E1-A1 Bldg., 32 Ben Yehuda St., Tel Aviv, interested in know-how for **construction and operation of plant to produce vacuum fired porcelain teeth and cross-linked plastic teeth.** Here as required. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Chicago, Los Angeles.

JAPAN—Kichiya Yao and Koichi Hattori, Directors, Nippon Shoji Kaisha, Ltd., 30 Kokumachi 2-chome, Higashi Ku, Osaka, interested in **pharmaceutical industry:** exporting therapeutic and diagnostic items; importing medical instruments; also requesting technical information on above. Sept. 12 via New York for 3 weeks. c/o Winthrop Products Inc., 1450 Broadway, New York, N.Y. Itinerary: New York, Washington, Pittsburgh, Buffalo, Chicago, Los Vegas, Los Angeles, Fresno, San Francisco, Honolulu.

Iwao Araki, President, Mitsuya Confectionery Ltd., No. 4-1 Tomikawa-cho, Nakagawa-ku, Nagoya, interested in **visiting biscuit manufacturing factories.** Sept. 11 via New York for 10 days. c/o C. Itoh & Co. (America) Inc., ITT Bldg., 5th Floor, 320 Park Ave., New York, N.Y. Itinerary: New York, Washington, Buffalo, Detroit, Chicago, Los Angeles, San Francisco, Honolulu.

LEBANON—Sami Metni, Manager, Jibran Metni, P.O. Box 1152, Rue Weygand, Beirut, importer of men's and ladies' apparel, novelties, razors and razor blades, cosmetics, shoes, canned foods, interested in **consumer goods** of daily consumption. Here for 3 weeks. c/o Mr. N. A. Matney, 609 West Evans St., Florence, S.C. Itinerary: Chicago, New York.

PAKISTAN—Zamir Ahmad Khan, Managing Director, Syed Bhais Ltd., 200 Ferozpur Rd., Lahore, interested in **machinery to manufacture electric watt hour meters, A.C.S.R. conductors and all aluminum conductors; assembling/manufacturing television sets.** Also requesting technical information on above. Third week Sept. via New York for 10 days. c/o Consulate General of Pakistan, 12 E. 65th St., New York, N.Y. Itinerary: New York; Washington; Chicago, Springfield, Ill., Lafayette, Ind.; Schenectady, N.Y.; Pittsburgh; Rome, N.Y.

THAILAND—Yindee Changtrakul, representing Damrong Trading Co., Ltd., 839-845 Talad Noi, Bangkok, interested in **earthmoving equipment, heavy duty pumps, compressors, dewatering systems, trucks, generators welding equipment** with a view to importing same. Here to Sept. 18. c/o Bangkok Industries, Inc., 1545 West Passyunk Ave., Philadelphia, Pa. Itinerary: New York; Philadelphia; Chicago; Atlanta; Longview, Texas.

VENEZUELA—Federico Gerlach Valenti, representing self, Edificio Manuare, Piso 8, Calle Real de Sabana Grande, Caracus, interested in **industrial raw materials such as chemicals, pharmaceuticals, filling and coloring materials** (for paints, foods, etc.), pigments, plastic powders, cleaning ingredients (janitor's supplies), insecticides, detergents, oils and greases (for pharmaceuticals and cosmetics), lubricants. Sept. 21 via Miami or New York for several weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: As necessary.

Leads for Importers

Commodities are offered direct unless specified.

209 Food Preparations

VENEZUELA—Tonka beans, 1st class, original from Angostura (Venezuela), crystallized in oak barrels of approx. 300 lb. net. Replies in Spanish requested. Protec Representaciones C.A., Edificio 7, Penthouse Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

212 Cigars

GERMANY—Cigars and cigarillos, finest quality. Replies in German requested. Wilhelm Osterwald, 27-29 Bruchstrasse, 4904 Enger ueber Herford. WTD 7/22/64.

213 Tobacco

VENEZUELA—Agent wishes to sell Barley and Virginia type tobacco. Replies in Spanish requested. Proctec Representaciones C.A., Aptdo. 2985, Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

223 Broad Woven Fabric Mills, Wool

GERMANY—Textile cloth for ladies' outer garments from pure wool, wool blended with staple, camel hair or wool blended with Trevira (polyester); manufacturer seeks several representatives in the U.S. Fabric samples are available to interested U.S. firms upon request to manufacturer. Boetzelen Textilbetriebe, Postfach 663, 405 Moenchengladbach. For price list and descriptive brochure write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 4/29/64.

225 Knitting Mills, Products

VENEZUELA—Agent wishes to export cotton knitted sweaters for women and men, inexpensive qualities, standard patterns and by order. Requests replies in Spanish. Protec Representaciones C.A., Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

230 Apparel

NEPAL—"Sherpa" wool jackets, in lots of 500 to 100. Photos and sample pieces will be sent to interested U.S. firms upon request. Nepal Poultry, Livestock & Agricultural Farm (pvt) Ltd., Babar Mahal, Kathmandu.

242 Sawmills, Planing Mills

VENEZUELA—Hard and soft tropical woods, especially "Caoba roja" (mahognay) and "Mangle," for fabrication of doors, TV and phonograph consoles, production of boxes. Replies in Spanish requested. Protec Representaciones C.A., Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

251 Household Furniture

VENEZUELA—Home furniture, Danish style; other at request offered by agent. Replies in Spanish requested. Protec Representaciones, C.A., Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

282 Synthetic Materials

FINLAND—Manufacturer offers special oil rosin (Terosin) for sizing Kraft paper and board. Inquiries from U.S. mills or importers preferred. Descriptive literature available to interested U.S. firms upon request. Valke Osakeyhtio, Valkeakoski. WTD 7/6/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

VENEZUELA—Automobile paint cleaning and protection agent, liquid wax type offered by agent. Replies in Spanish requested. Protec Representaciones C.A., Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

289 Chemical Products

VENEZUELA—Phosphatizing anti-corrosion compounds in plastic containers of several gallons for iron and steel; also for brass and bronze. Replies in Spanish requested. Protec Representaciones C.A., Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

324 Cement, Hydraulic

VENEZUELA—Agent interested in selling grey and white Portland cement in 42.5 kilo bags. Replies in Spanish requested. Protec Representaciones C.A., Edificio 7, Penthouse, Calle El Recreo, Sabana Grande, Caracas. WTD 7/31/64.

339 Primary Metal Industries

GERMANY—Paste for grinding wheels. Replies in German requested. Karl Kampmann, Polier- u. Schleifmittelfabrik, 60 Carl-Severing-Strasse, 4983 Quelle/Westfalen. WTD 7/20/64.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Manufacturer seeks distributors or representatives for brass bathroom fixtures. Paul Keune & Co. KG, Postfach 307, 587 Hemer/Westwafen. For brochure write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 7/31/64.

356 General Industrial Machinery

GERMANY—Manufacturer wants to sell, direct: ball and roller bearings, including large bearings from 220 mm bore hole up to 780 mm diameter; rollers for overhead trolley conveyors, circular and chain conveyors; steel balls from ⅛" up to ¾" diameter; steel ball retainers for bicycles. Praezision-Werke Bruninghaus & Co. K.-G., Postfach 6626 or 214/218 Detmolderstrasse, 48 Bielefeld. For prospectus write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 7/6/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Substation in Australia needs 2 auto-transformers

The Electricity Commission of New South Wales is inviting tenders for the design, supply, testing and erection of two 150 mva, 330 kv, 3 phase, 50 cycle auto-transformers for the Tamworth substation.

The bid deadline for Tender No. 1517 is Nov. 16.

Tenders should be addressed to: Manager and Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W., Australia (Box 5257, GPO., Sydney).

A set of specifications is available for loan to firms located in the U.S. in Rm. 4124, Power and Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO7-4242.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated July unless marked otherwise.

Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Tunisia.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Sweden, August.
Printers, Lithographers, Engravers and Publishers—United Kingdom, June.

Construction Projects

ARGENTINA—The Government has recently granted 15 operating **licenses for new television stations** in various cities and towns of the interior and lower powered stations in localities expressing an interest in broadcasting stations. A listing of these licensed allocations is available on loan from BDSA Trade Opportunities Staff, Department of Commerce, Washington, D.C. 20230.

The president of the Energy Administration of Buenos Aires Province (DEBA) recently declared that the provincial **electric power agency's works program** for the current fiscal year is budgeted at 939 million pesos (a little less than $7 million at the current exchange rate). DEBA's main expenditures will be for **high tension line installation, construction of sub-stations** and acquisition of assorted **materials for** the provincial chain of **electric power plants.**

The Board of Directors of YPF (State Petroleum Agency) have allocated 800 million pesos (approx. $5.8 million) for a 110-kilometer **pipeline project** in Neuquen Province to connect the Catriel field (north of the city of Neuquen) with the existing Challaco-Bahia Blanca pipeline which skirts the city of Neuquen. Provisional contracts for construction, pumping stations and materials were previously awarded. Contact: YPF, Buenos Aires.

AUSTRALIA—(1£ = US$2.24). Melbourne Harbor Trust Commissioners are implementing a 15-year **port development program** leading to the eventual construction of **new overseas passenger facilities** on the Yarra River close to the center of Melbourne at an estimated cost of £2-3 million. Prior to actual construction, existing oil berths on the Yarra at Newport and Yarraville will have to be moved at a cost of £1 million. These facilities reportedly are to be shifted to Williamstown where it is planned to reclaim 90 acres from Port Phillip Bay for another £1 million. This will be in the vicinity of Gellibrand and Breakwater Piers, where up-to-date oil tanker terminals presently exist.

Other related steps in the program involve lowering of a sewerage tunnel in order to provide clearance for vessels up to 40 ft. draught and the construction of a tunnel or bridge on the lower Yarra at the present site of a ferry connection.

Tenders for the land reclamation project, the first phase of the program, are expected to be made public soon. The new passenger facilities, the last phase, may take anywhere from 7 to 15 years to complete. The entire program is being planned and carried out by the Melbourne Harbor Trust Commissioners, 29 Market St., Melbourne, Victoria.

A detailed report of the development program, prepared by the U.S. Consulate in Melbourne, is available on loan to U.S. firms from the Trade Opportunities Staff, BSDA-111, Washington, D.C. 20230.

Plans are now being made for **demolition of Lascelles Wharf** and **construction** on the same site of a **modern dry bulk berth** to handle all phosphate, sulphur and allied materials consigned to the port. Tenders were previously advertised and closed for the supply of four Kangaroo-type 7½ ton cranes. This work is scheduled for completion by February, 1967. According to the Chairman of the Geelong Harbor Trust Commissioners, it will be some time before the engineering design work for the reconstruction is completed and no accurate estimates of the cost can be given at this stage.

Another proposal involves dredging 15 miles of channel from 36 feet to 42 feet to enable larger tankers to take advantage of an increased depth to 48 feet at Port Phillip Heads which is the entrance to the bay. According to the Chairman's Report for 1963, the Commissioners have accelerated plans for the commencement of this project in 1964; however, he now states that the dredging is "still being investigated." Chairman of the Geelong Harbor Trust Commissioners is Mr. H. Ray Fidge, Chief Engineer, Mr. K. H. Mackinlay, head office: 65 Brougham St., Geelong, Victoria.

The Geelong Harbor Trust Commissioners have just awarded a contract worth about £570,000 ($1.23 million) to S. Haunstrup and Co. Pty. Ltd., 44 Burwood Rd., Hawthorne, Victoria, for the contruction of a **pier at Point Henry.**

The pier will serve the new plant of Alcoa of Australia Pty. Ltd., which produces aluminum ingots and fabricates aluminum extrusions, tubes, rods, bars, sheets, plates, and foil. It will have 3,000 feet of approaches and a 500-ft. pier head. Approaches will be built of prestressed concrete units and the deck will be made from poured concrete. Unloading equipment will be installed by Vickers Hoskins Pty. Ltd. of Bessendean, Western Australia. Ships will approach the pier through a new channel in Corio Bay 300-ft. wide and 30-ft. deep. The entire project is to be completed in 18 months.

The Electrolytic Zinc Company of Australasia Ltd., a wholly owned Australian company, with head offices at 390 Lonsdale St., Melbourne, Victoria, is constructing a **pilot zinc and iron residue plant** at an estimated cost of $224,000.

The pilot plant will utilize zinc and iron residue deposits which have been accumulating since the company's Risdon plant started to operate in 1917. The residue now amounts to 600,000 tons and is being increased at the rate of 60 tons daily. If the pilot plant is successful after three or four months of operation, it will be followed up by a full-scale installation costing $5 million.

AUSTRIA—(100 shillings = US $3.84). The Brenner Autobahn A.G., 12 Meinhardstrasse, Innsbruck, will soon be accepting **bids for construction of those sections of the Brenner autobahn** which are still to be built. The Brenner autobahn, a 36-kilometer, 4-lane superhighway, will provide a fast connection between Innsbruck and the Brenner mountain pass. Its completion will greatly improve north-south connections between West Germany and Italy. A 8.3-kilometer-long section between

Innsbruck and Schoenberg is already completed and, in view of the heavy traffic anticipated during the 1964 Winter Olympics at Innsbruck, was opened to traffic in November 1963. Construction work on the remaining sections of the autobahn is now to be continued. Cost of the project is estimated at 1.5 billion schillings and its completion is scheduled for 1968. The high cost is due to the difficult topography of the country through which the autobahn will run, requiring a large amount of earth-moving and structural work. The autobahn will be operated as a toll facility. Details on the project may be obtained from the Tiroler Landesbaudirektion (Construction Office of the Provincial Government of Tyrol) at 1 Herrengasse, Innsbruck. Tenders are to be published in the Official Gazette of the Provincial Government of Tyrol this month.

BELGIUM—The Belgian Government has awarded primary contracts for the construction of a **new tunnel** under the Scheldt River at Antwerp to the following firms: Ackermans & Van Haren, Begijnenvest 113, Antwerp; Compagnie Belge des Chemins de fer et d'Entreprise, 33 Rue de l'Industrie, Brussels; Pieux Franki, Avenue des Arts, 50, Brussels; Societe Belge des Betons, 37 Boulevard du Regent, Brussels. Actual construction of the tunnel, which will be part of the E 3 highway lining Antwerp, Ghent and Kortrijk and running from the French to the Dutch border, is scheduled to start in September. Estimated total cost of the project is $61,960,000.

The tunnel will be composed of 5 concrete sections (100 meters long, 47.4 meters wide, 10.2 meters tall), which are to be built on shore and then submerged on the actual site of the tunnel. When completed, the tunnel will contain 2 railroad tracks and 2 automobile passages of 3 lanes each separated by passageways for cyclists and pedestrians. The project is expected to be completed within forty-eight months.

CANADA—The FMC Corp. of San Jose, California, recently announced plans to construct a $10 million **chemical plant at Squamich** on the British Columbia mainland about 20 miles north of Vancouver. A wholly-owned subsidiary, to be known as FMC Chemicals Ltd. with offices in Vancouver, will be established to operate the new plant. The plant, which will serve B. C.'s expanding pulp and paper industry, will produce in excess of 100 tons of caustic soda and 100 tons of chlorine per day. Construction will start immediately and production is scheduled for late 1965. Site preparation for the plant is being handled by Sandwell & Co. Ltd., 1500 Alberni Street, Vancouver, while design and construction is being done by the Bechtel Corp., also of Vancouver.

Foundations Overseas Ltd. of Toronto was awarded the prime contract for building a **hydroelectric power project** at the foot of the Himalayas in Northwest India by the Uttar Pradesh Stato Electricity Board after 11 months of negotiations. The contract will be carried out as a joint venture between Foundation Overseas Ltd. and Steelcrete (Private) Ltd. of India, with Foundation as the sponsoring company. Construction will start in September at the end of the monsoon season. The project, called the **Yamuna Hydel Power Project,** is the second stage in a program to harness the fast-flowing Tons River, about 150 miles north of Delhi. Plans call for the construction of a diversion dam, two tunnels and two powerhouses for the development of 340,000 kilowatts of electricity. Contact Foundation Overseas Ltd., Toronto, Canada.

CHILE—(100 escudos = US $51.81). The Chilean National Development Corp. (CORFO) has authorized the expenditure of 850,000 escudos and $150,000 for the construction of a **sulphuric acid plant** in Africa. The plant's 15-ton daily output will be used to process copper ore produced by numerous small mines in Tarapaca Province. It is also hoped that mining of the unexploited reserves of the Vitor Bay area may thus be made profitable. Construction of the installation will be made by the Fabrica de Acido Sulfurico de Antofagasta, a subsidiary of CORFO, and is expected to be completed early in 1965. Contact: CORFO, Santiago, Chile.

ECUADOR—The Government of Ecuador has signed a contract with a U.S. firm, Barnard & Burk, for the construction of a **port at Bahia de Caraquez** in the province of Manabi and of a paved 2-lane 120 km **highway** from the port of Puerto Ila in Pichincha Province. The U.S. firm will provide technical studies (estimated to require six months), and will arrange the total financing (estimated between $20 million and $25 million) without cash outlay by the Ecuadorean Government. The U.S. company is to receive its compensation from port charges over a twenty-year-period, during which time it is to be responsible for all port and highway maintenance. The port and road are then to revert to the Ecuadorean Government free of cost. This project is designed to provide improved transportation facilities for a rich agricultural area estimated at 800,000 hectares where greatly increased production of bananas and other tropical export products is expected. AID has approved a 50-50 pre-investment survey for the project. Contact: Ministro de Obras Publicas, Quito.

HONG KONG—The Colonial Secretariat Tender Board of the Hong Kong Government has announced that Goodman Corporation Engineers & Builders Ltd., 703 Grand Bldg., Hong Kong, has won a $1,515,470 contract for construction of domestic **resettlement housing** (Blocks 89—All at Tsz Wan Ashan, area "a").

IRAQ—The Economic Planning Board recently awarded Koppers International the contract on a proposed **steel mill.** The contract covers both the feasibility study and the design of the steel mill. It is reported that the contract will be signed shortly and work started within six months. Contact: U. S. Embassy, Manchur St., Baghdad.

LIBYA—The Ministry of Petroleum Affairs has given Libyan Government approval to British Petroleum and Nelson Bunker Hunt for construction of a **pipeline** from Concession 65 (southern Cyrenaica) to Tobruk. The proposed line, which will be Libya's longest, will be tied to a **new petroleum terminal** to be built **at Marso el-Hariga,** across the harbor from Tobruk city.

Public announcement came two weeks after signing of a preliminary agreement between the Ministry of Petroleum Affairs and the two companies. This earlier accord, which followed several weeks' bargaining, included among its conditions that the companies would provide their own water in the Tobruk area rather than draw on the municipal supply; that their trucks will not use the Tobruk-Giarabub road; that they will accept responsibility for any pollution of Tobruk harbor; and that they will keep the Ministry fully informed of all contracts which are let in connection with the pipeline and terminal project.

Meanwhile, British Petroleum and Nelson Bunker Hunt announced the first contract award on the pipeline itself. An order for $18 million was placed with two European firms, the South Durham Iron & Steel Company (UK) and the Italsider (Italy), for supply of steel pipe for the line. Both companies have previous experience in supplying for Libyan pipelines, the British firm for Esso's Zelten-Marso el Brega line and the Italian company for the Mobiloil pipeline which is now under construction.

MALAYSIA—(M$1=US$3.27) Nippon Electric Co. won a contract to supply the Malaysian Government with **broadcasting machinery and equipment** costing approximately M$3 million. Included in the purchase are 22 sets of television broadcasting equipment and two sets of radio transmission equipment for long range broadcasting, one short wave and one medium wave.

A joint contract to build **2 bridges** costing M$5.2 million was awarded to two local firms, Wing Company, Ltd., and Development Services, Ltd. Two French firms were the only known foreign bidders among the ten firms that submitted tenders. One bridge at Muar will have a span of 1,200 ft., and the other at Batu Pahat, 900 ft. Both bridges are on the main road between Kuala Lumpur and Singapore. The projects are being financed by a loan from the Chase Manhattan Bank.

NETHERLANDS—Final plans for the **expansion of the Rotterdam-Europoort harbor** with an extension of the Calland Canal to link the Eastern Section of Europoort with the North Sea are reportedly being formulated. Work is under the control of the City of Rotterdam. Detailed information concerning the projects and dates of tender notices, can be obtained from: Dienst van Gemeentewerken, 2 Veemarkt. Rotterdam.

NIGERIA—The Ministry of Aviation has announced that a committee will study plans and drawings for proposed construction of a passenger **terminal building** at Ikeja Airport near Lagos which were prepared by the Ministry of Works & Surveys. Adaptation of designs used for the Cairo International Airport terminal may be made.

Construction of a **new airport** is contemplated at Onitsha, the Ministry also announced, as well as the **extension of the runway at Port Harcourt** to a accommodate jet aircraft.

U.S. firms interested in providing engineering or construction services should write: Ministry of Aviation, Lagos, Attn: Sir Mobolaji Bank-Anthony, Chairman, Ikeja Terminal Committee.

SOUTHERN RHODESIA—A contract for the construction of the **Manjirenji Dam,** 30 miles north of the Chiredzi township in the lowveld development area of Southern Rhodesia, has been awarded to the Rhodesian branch of the British firm, Sir Alfred McAlpine & Son Ltd. Water from the new dam will be carried by a 22-mile canal to supply the new sugar

cane fields. Contact: U.S. Embassy, 76 Jameson Ave., Salisbury.

SWITZERLAND—(100 francs = US$23.20) A company, the Rheinische Pipeline-Transport A.G., was recently founded for the purpose of constructing and operating a 76-kilometer long **pipeline between Basel and Zurich.** Major stockholders of the new company are the Cantons Basel-Town and Basel-Country, with an initial share capital of SF 200,000. The pipeline, when completed, is to transport up to 3 million metric tons of imported refined oil and gasoline annually. Transportation costs are estimated to be as low as SF 4 per metric ton, as compared to SF 14 at present for transportation by rail and SF 13 by road. Construction of the pipeline is expected to cost between SF 30 and SF 35 million. The two founder cantons of the new company have invited the cantons of Solothurn, Aargau, and Zurich, whose territory the pipeline will cross, to participate. An application for a concession to operate the pipeline was submitted to the Federal Department of Energy at the end of July. Contact: U.S. Embassy, 93/95 Jubilaumstrasse, Bern.

THAILAND—(100 baht = US$4.80) The Royal Irrigation Department recently announced that the first phase of work in connection with the **Greater Mae-Klong Project** (Western Thailand, not to be confused with Mekong) has commenced. This phase, expected to be completed in about five years, involves construction of a diversion barrage in the district of Tha Muang in Kanchanaburi Province, a network of irrigation canals, and a system for releasing water into farmlands. Estimated cost will be 840 million baht (equivalent of more than US$40 million). The irrigated area is to join the area to be covered by the Greater Chao Phraya project in the east, and the area covered by the Petchburi project in the south.

The second and third phases of this project are to include the construction of storage dams at Kao-Kwang and at Kang-Reang on the Kwai Noi and Kwai Yai.

According to the Royal Irrigation Dept., "substantial" progress is being made on the actual construction of the Kaeng Kra Chan Dam at Petchburi in the Central Plains (another IBRD beneficiary), which may be completed as early as 1966. This dam should open an additional area of about 48,800 acres to irrigation and add about 11,000 kilowatts in generating capacity to Thailand's electricity supply. This project will eclipse the Phetburi Dam, which was inaugurated in 1950.

Another announcement from the Royal Irrigation Department states that some of its plans and studies regarding the proposed construction of the major **Nan River multi-purpose hydroelectric installation** have required modifications of earlier expectations, especially with regard to precise location and the previously anticipated time-table. This dam is expected to be Thailand's second largest and second most important after the Phumibol Dam at Yanhee.

The project has been identified at various times by a number of different titles. It has frequently been referred to as the Zonhee project, since it was earlier expected that the dam would be constructed in the Zonhee Valley. Subsequent surveys have revealed that this site would not afford maximum capacity without intolerable expenditure necessitated by the unusual height that would be required. These surveys have pinpointed the Pha Som sector of the Nan River (Uttaradit Province) as a more advantageous location, especially since adjacent terrain would make feasible larger capacity with lower height. The project has also at times been referred to as the Tha Pla project. However, in July it was officially announced that the authoritative designation will be Sirikit Dam, in honor of the Queen of Thailand.

When completed, the project will supply water into the Greater Chao Phraya area at levels comparable to the flow from Bhumibol Dam (600,000 acres during the rainy season, 800,000 acres during the dry season), and will protect up to 1,200,000 acres of the Pitsanuloke plain from devastating floods. Related power installations are expected to have generating capacity of up to 300,000 kilowatts, which should meet the electricity requirements of Thailand's depressed Northeast.

Total costs may be 1,100,000,000 Baht (the equivalent of more than $50 million). The IBRD is considering an application from the Thai Government for a loan of $20 million to meet a portion of these costs. Latest revised plans are said to call for a buttress type construction, with the ridge atop the dam being a straight line (unlike the curved Bhumibol Dam). In this type of dam, the flood gates are higher and no tunnel leads off (as from the Bhumibol Dam). The dam is to be about 110 meters above the present level of the Nan River, and about 800 meters in length. Its reservoir is expected to hold up to 8 billion cubic meters of water.

Necessary surveys are almost completed and preparatory work for construction of the dam is proceeding. A proposed new **69-kilometer road** from Uttatadit to the dam site is about half (34 kilometers) completed with full completion expected by the end of the year. Actual construction of the dam is expected to commence in 1967 and to require five years for completion.

TUNISIA—(1 dinar=US$2.40) It was announced that huge Tunisian **tourist project** has been envisaged which will call for the construction of a city for tourists. The project will be located on the island of Djerba, between Sidi Makour and Ras Tourguesess, and will consist of several large **hotels** (2,500 beds), **restaurants, nightclubs, sport centers,** etc. The project, estimated cost between 5 and 6 million dinars, is being promoted by individuals connected with the Tourist Bureau, Public Works and the Societe Tunisien de Banc (S.T.B.) and Societe de l'Ectricite a et du Gaz (STEG). A group of Danish architects have worked on designs for the project. Contact: U.S. Embassy, 186 Avenue de Paris, Tunis.

TURKEY—The Golden Horn Dockyards of the Turkish Maritime Bank (T.C. Denizcilik Bankasi Halic Tersonesi) haas been ordered by the Turkish Ministry of Public Works in Ankara to construct 2 **train car ferries** and one **drydock** for Lake Van in connection with the Central Treaty Organization (CENTO) project. The project, a cooperative venture between Iran and Turkey, calls for Iranian construction of a **railway line** and Turkish construction of the ferries and drydock. Supplies and equipment for the drydock and the ferries will be purchased in the United States. The drydock is to be 85 meters long, 11½ meters wide and 5½ meters deep; the 2 train car ferries will be of the following specifications: length—81.45 meters; beam—14.50 meters; depth—5.00 meters; draft—3.10 meters; speed —about 13 knots.

Golden Horn Dockyards has already completed preliminary designs and specifications and at this time wishes to correspond with U.S. manufacturers and then prepare final specifications and conditions of purchase. U.S. firms should write: T. C. Denizcilik Bankasi Halic Tersonesi, Kasimpasa, Istanbul, Turkey. A tentative list of equipment required for the construction of the drydock and 2 train car ferries is available on loan to U.S. firms from the Trade Opportunities Staff, BDSA 111, Department of Commerce, Washington, D. C. 20230.

U.A.R.—(1£=$2.87) The United Arab Republic is in the midst of a program to expand its tourist facilities. The Egyptian General Organization of Tourism & Hotels has approved construction of various **hotels** throughout the Republic. Some of these are:

Alexandria: A hotel in as-Silsila, estimated cost £E 600,000.

Al Ma'Mura: A 40-room hotel, estimated cost £E 200,000.

Marso Matruh: Hotel and beach cottages.

Cairo area: The Nefertiti Sheraton Hotel, containing 600 rooms, estimated cost £E 8 million; **Helwan Sanatorium,** with 800 rooms; a 400-room hotel on the site of the Qut Al-Qulub palace on the Nile, estimated cost £E 1 million; a 200-room hotel on the site of the Huda Sha'rawi Palace, estimated cost £E 400,000; a large hotel on the Nile (Faysal area), estimated cost £E 2,000,000; a new Continental Hotel, containing 324 rooms, estimated cost £E 900,000.

Suez Canal area: **Port Fuad area: Development of the beach** and construction of moderately priced hotels and bungalows.

Port Said area: Construction of an **amusement park** and **development of Al Manzala Lake.**

The General Organization also plans to construct a **dock** for tourist boats on the Eastern shore at Luxor, a tourist rest-house near the Ramesseum Temple, and another air conditioned rest-house in the Valley of the Kings. The Tourist Administration plans also include a theatre and a souvenir bazaar.

Also approved are plans for the Egyptian Hotel Co. to erect a 150-room hotel to be managed by the Hilton International Hotel Corp., and for the construction of 5 new hotels in the Aswan area totaling 407 rooms. Contact: Egyptian General Organization for Tourism and Hotels, Cairo.

Reports have been published on the Atomic Energy Organization's intention to proceed with a survey of the Borg el Arab area to select a site for the proposed **nuclear reactor and desalinization plant.** The Chairman of the Atomic Energy Organization, Salah Hedayat, announced that an area of 20,000 feddans located about 22 miles west of Alexandria has been demarcated to be irrigated by fresh water from the desalinization plant powered by the projected atomic reactor. He said the "dry agriculture," method rather than "flood" irrigation would be used for distribution of water to the area. Four British experts from the Kennedy & Dunkin firm reportedly arrived in the UAR recently to help pick the site for the plant. The Atomic Energy Organization plans to complete the road from Alexandria into Borg el Arab and also to request the Egyptian Railway Authority to provide rail service to the area. The news reports stress that it is planned to use more than half of the power available from the proposed reactor for desalinization. Tenders on a nuclear power reactor may be issued soon. Contact: Atomic Energy Organization, Cairo.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

SPAIN—Canned meat products; exclusive agency. Representaciones Fornet (agency), María de Guzmán 34, Madrid (3). WTD 10/7/63.

203 Canning, Preserving Foods

SPAIN—Canned vegetables, fish and fruits (plain and in syrup), exclusive agency. Representaciones Fornet (agency), María de Guzmán 34, Madrid (3). WTD 10/7/63.

220 Textile Mill Products

IRAQ—Woolen, cotton and synthetic textiles. Mohammed Attiya & Co. (commission agent), Sayed Taha Bldg., Mutanabi St., Baghdad. WTD 2/19/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

THAILAND—Various design and colors of vinyl upholstery materials. Seng Fah Ltd. Partnership (importer), 445/1-2 Samranraj, Mahachai Rd., Bangkok. WTD 8/14/64.

263 Paperboard Mills, Products

THAILAND—Kraft liner board in roll. Seng Fah Ltd., Partnership (importer), 445/1-2 Samranraj, Mahachai Rd., Bangkok. WTD 8/14/64.

264 Converted Paper, Paperboard Products

GERMANY—Removable tapes or sheets for covering objects during spray lacquering process. Gert Bourguignon (agent), Ackermannstr. 5, Muenchen 13. WTD 8/7/64.

SPAIN—Wallpaper for decoration purposes; requests replies from manufacturers only. José M. Sánchez Jiménez (agency), Alcalde López Casero 4, Madrid (17). WTD 5/27/64.

270 Printing, Publishing

AUSTRALIA—Publishing and printing; exclusive agency. W. A. Buchanan & Co., Little St., Valley, Brisbane, Queensland. WTD 6/12/63.

285 Paints, Varnishes, Enamels, Lacquers

IRAQ—All kinds of paints and dyes; exclusive agency. Al-Massadir Trading Co., W.L.L. (sales agent), Dafterdar Bldg., Mustansir St., Baghdad. WTD 8/6/64.

THAILAND—Complete line of paint. Seng Fah Ltd., Partnership (importer), 445/1-2 Samranraj, Mahachai Rd., Bangkok. WTD 8/14/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GERMANY—Waterproof abrasive paper, grinding belts, screen backs. Gert Bourguignon (agent), Ackermannstr. 5, Muenchen 13. WTD 8/7/64.

SOUTH AFRICA—Fibre glass for manufacturing industry. Rowland Chute & Co. (Pty.) Ltd. (manufacturers' agent), P.O. Box 1193, Cape Town. WTD 8/7/64.

342 Cutlery, Hand Tools, General Hardware

SOUTH AFRICA—Tools, edged, hand, agricultural, lawn and garden; hand tools, small tools for engineering and building trade; other hand tools. W. P. M. Kellam (Pty.) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 1/10/63.

343 Heating Apparatus, Plumbing Fixtures

SOUTH AFRICA—Oil burners, special types, rotary atomizing, commercial, industrial; oil burners, special types, commercial, industrial, residential. B. J. Saayman (Pty.) Ltd. (agent), P.O. Box 10131, Johannesburg. WTD 8/12/64.

346 Metal Stampings

SOUTH AFRICA—Kitchen utensils. W. P. M. Kellam (Pty.) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 1/10/63.

351 Engines, Turbines

SOUTH AFRICA—Generator-set units, steam turbine. B. J. Saayman (Pty.) Ltd. (agent), P.O. Box 10131, Johannesburg. WTD 8/12/64.

353 Construction Machinery

GERMANY—Construction equipment, tools; no heavy equipment; requests replies from manufacturers only with price quotations cif German port. Xaver Woerle (importer, wholesaler, retailer, manufacturers' agent), 11 Theresienhoehe, Muenchen 12. WTD 12/12/63.

354 Metalworking Machinery

GERMANY—Metalworking tools, saw blades, plumbers' tools, automotive repair tools; industrial tools, automotive maintenance equipment, twist drills, saw blades; requests replies in German from manufacturers only with price quotations cif German port. Xaver Woerle (importer, wholesaler, retailer, manufacturers' representative), 11 Theresienhoehe, Muenchen 12. WTD 12/12/63.

Metalworking lathes, height of centers from 350-2000 mm; milling machines, table length about 2500 mm, table width up to 1500 mm. Hupe und Blechmann (agent), Maargasse 6, Bonn. WTD 8/10/64.

SOUTH AFRICA—Machinery for making wire garment hangers. B. J. Saayman (Pty.) Ltd. (agent), P.O. Box 10131, Johannesburg. WTD 8/12/64.

Industrial micrometers. W. P. M. Kellam (Pty.) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 1/10/63.

Jig saws, wood working, home workshop, 12" upwards. W. P. M. Kellam (Pty.) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 1/10/63.

355 Special Industry Machinery

SOUTH AFRICA—Wood working home workshop machines: sawing machines, 8" and up; jointers except hand held, 4" and up; bandsaws, 10" and up; sanding and polishing machines; grinding and honing machines; lathes; drilling machines. W. P. M. Kellam (Pty.) Ltd. (manufacturers' representative), P.O. Box 1664, Johannesburg. WTD 1/10/63.

Tire recapping machinery; tire retreading machinery; bakery machinery; confectionary machinery and equipment; brick-making machinery; plastics working machinery and equipment. B. J. Saayman (Pty) Ltd. (agent), P.O. Box 10131, Johannesburg. WTD 8/12/64.

358 Service Industry Machines

SOUTH AFRICA—Washing machines, commercial, laundry; laundry drying tumblers, commercial; laundry extractors, commercial; laundry ironers, flatwork, commercial; laundry presses, commercial. B. J. Saayman (Pty) Ltd. (agent), P.O. Box 10131, Johannesburg. WTD 8/12/64.

THAILAND—Various capacities of household air conditioners, 220v. 50 cycle. Seng Fah Ltd. Partnership (importer), 445/1-2 Samranraj, Mahachai Rd., Bangkok. WTD 8/14/64.

362 Electrical Industrial Apparatus

GERMANY—Infinitely variable speed transmission motors for chemical and textile industries. Hupe & Bleckmann (agent), Maargasse 6, Bonn. WTD 8/10/64.

371 Motor Vehicles, Motor Vehicle Equipment

IRAQ—Replacement parts for motor vehicles. Mohammed Attiya & Co.; Sayid Taha Bldg., Mutanabi St., Baghdad. WTD 6/19/64.

381 Engineering, Laboratory, Scientific, Research Instruments

IRAQ—Laboratory apparatus and scientific instruments. Aziz Sayed Issa (building contractor, importer, sales agent), Shubber Bldg., Sa'doun St., Baghdad. WTD 8/8/63.

384 Surgical, Medical, Dental Instruments

IRAQ—Medical and surgical equipment and supplies. Aziz Sayed Issa (building contractor, importer, sales agent), Shubber Bldg., Sa'doun St., Baghdad. WTD 8/8/63.

384 Surgical, Medical, Dental Instruments

GERMANY—Non-glass instruments for medical diagnosis; laboratory and clinical diagnostic equipment; requests replies from manufacturers only. Agency for Bavaria, Wuerttemberg. Karl Suess (sales representative), Muenchen 22, Christophstrasse 1. WTD 8/7/64.

394 Toys, Amusement, Sporting Goods

BELGIUM—Small metal automobiles. Exclusive agency. Sablon S.A. (importer, dealer), 354 Chaussée d'Alsemberg, Brussels. WTD 6/22/64.

399 Manufacturing Industries

DENMARK—Advertising specialties, including stainless steel cutlery, scissors, pocket knives, key chains, hand tools, straight rulers, hand tool sets in plastic bags, plastic desk sets; requests replies from manufacturers only. Exclusive agency. Christiansen & Johansen (sales agent), P.O. Box 159, Copenhagen K. WTD 8/18/64.

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Calendar *for international traders*

September

8—Round Table Conference, 1:30 p.m., Advertising Club, **New York, N.Y.** Sponsor: Foreign Credit Interchange Bureau.

8—Opening session of series of 7 biweekly "Show You" In Office workshops St. Louis Field Office, **St. Louis, Mo.** Sponsors: Sales & Marketing Executives Association in cooperation with St. Louis REEC.

9—Minnesota World Trade Assn. monthly dinner meeting, Minneapolis Athletic Club, **Minneapolis, Minn.**

9—Export Seminar, Long Beach Chamber of Commerce, 121 Linden Ave., **Long Beach, Calif.** Sponsors: Long Beach Chamber of Commerce, Field Office, Department of Commerce.

9—Shirt Sleeve Conference, Town House Hotel, **Kansas City, Kan.** Sponsors: Kansas City, Area Chamber of Commerce, REEC, Field Office, Department of Commerce.

9—Export expansion workshop, 9 a.m., Association of Commerce Bldg., **Fond du Lac., Wis.** Sponsors: Fond du Lac Association of Commerce, Field Office, Department of Commerce. Wisconsin REEC.

10—In-office meetings, Chicago Field Office, 219 S. Dearborn St., **Chicago, Ill.**

10—Graphic Arts Advertising Council meeting, New York Hilton, **New York, N.Y.** Speaker: Harold F. Drury, BDSA.

10—Overseas Automotive Club, monthly luncheon meeting, 12 noon, Shelburne Hotel, **New York, N.Y.**

11—Delaware Valley International Trade Association, Hotel Stacy-Trent, **Trenton, N.J.** Sponsor: Greater Trenton Chamber of Commerce.

11—"In-Office Conference" on Elements of Exporting, Field Office, **Cincinnati, Ohio.**

13—American Mining Congress, Memorial Coliseum, **Portland, Ore.** Speaker: William A. Meissner, Jr., BDSA.

14—Export Expansion Workshop, Chamber of Commerce Board Room, **Salina, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

15—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

15—Export Expansion Workshop, Chamber of Commerce, **Hutchinson, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

15—World Trade Council, York Area Chamber of Commerce luncheon meeting, York Town Hotel, **York, Pa.**

15—Export Expansion Seminar, 12 noon, Torresdale Country Club, **Philadelphia, Pa.** Sponsors: Northeast Philadelphia Chamber of Commerce Field Office, Department of Commerce.

15—Foreign Trade Committee Delaware State Chamber of Commerce dinner meeting, 6 p.m., **Wilmington, Del.**

15—"Seminar for Bankers," Sheraton-Gibson Hotel, **Cincinnati, Ohio.** Representative of Export-Import Bank of Washington to present program outlining Bankers' role in developing exports.

16—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

16—Export Expansion Workshop, Kansas Gas and Electric Co., **Wichita, Kan.** Sponsors: Chamber of Commerce, REEC, Field Office, Department of Commerce.

16—Detroit International Credit Managers, Meeting, Pick Fort Shelby Hotel, **Detroit, Mich.** Speaker: Lawrence McQuade, Deputy Assistant Secretary of Commerce for Financial Policy.

16—"Export Seminar" for Target 10,000 respondents at Louisville Chamber of Commerce Offices, **Louisville, Ky.** Sponsors: REEC, Louisville Chamber of Commerce.

16-17—Committee for American Steamship Lines, Blackstone Hotel, **Chicago, Ill.**

17—International Trade Club of Chicago, Sherman House, **Chicago, Ill.**

17—Industry consultations at Atlanta Field Office for Mr. John L. Barrett, U.S. Foreign Service Officer, **Atlanta, Ga.** Sponsors: Field Office, Department of Commerce, REEC, Small Business Administration.

21-24—International Iron and Steel Exposition, Cleveland Mall Convention Center, **Cleveland, Ohio.** Sponsor; Association of Iron and Steel Engineers.

22—Businessmen's consultations, luncheon with Trade Mission to Finland, St. Regis Hotel, **New York, N.Y.** Sponsors: Finnish-American Chamber of Commerce, Field Office, Department of Commerce.

22—Businessmen's consultation with United Kingdom Trade Mission, Field Office, **Philadelphia, Pa.**

22—Institute on Financing meeting, Biltmore Hotel, **Los Angeles, Calif.** Speaker: Daniel Goldy, National Export Expansion Coordinator. Sponsors: University of Southern California, Los Angeles REEC, Chamber of Commerce.

22-25—Second Institute for International Engineering, University of Colorado, **Boulder, Colo.** Speakers: K. Kollar, John Donley, Daniel Goldy, Department of Commerce. Sponsors: IIE, University of Colorado, REEC, Field Office, Department of Commerce, Small Business Administration.

23—U.S. Trade Mission to the United Kingdom and Finland. Trade Conference appointments with 2 Mission members, Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

23—Finland-U.K. Trade Mission, Chicago Field Office, 219 S. Dearborn St., **Chicago, Ill.**

23—REEC meeting, **Cincinnati, Ohio.** Special Guests: Luther H. Hodges, Secretary of Commerce, N.E.E.C. Chairman, Neil C. Hurley, Jr.

24—"Port of Mobile Night" dinner meeting, Ruggeri's Restaurant, 6 p.m., **St. Louis, Mo.** Sponsor: World Trade Club of St. Louis.

24—Finnish-U.K. Trade Mission Conference, Embassy Hotel, **Detroit, Mich.** Sponsor: Field Office, Department of Commerce.

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